

***SALINA** Airport*

Authority

Salina Airport Authority
Board of Directors
Annual Meeting

March 15, 2023



Call to order, determine that a quorum is present and confirm that the meeting notice has been published.

Motion to appoint acting chair for meeting.

Tim Rogers, A.A.E.



Recognition of Guests

Kristin Gunn, Acting Chair



Additions to the agenda and agenda overview

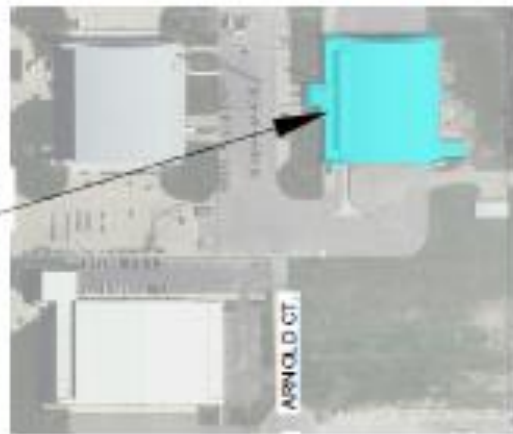
Tim Rogers, A.A.E.

Agenda Review

- Consideration and approval of a Termination Agreement with Hentzen Coatings, Inc.
- Consideration and approval of a Lease Agreement with 1 Vision Aviation Salina
- Consideration and approval of a Lease Agreement with Penske Truck Leasing Co.
- Review and discussion of the new GA aircraft storage hangars.
- Consideration of an amendment to the Hutton hangar H626 design contract
- Review of SAA's 2023 bond financing plan
- Consideration of SAA Resolution No. 23-04 General Obligation Bond
- Election of officers and board member committee assignments for 2023-2024
- Consideration of SAA Resolution 23-05 designating bank depositories



Hangar 626



Building 595
(Hentzen Coatings)



General Aviation
Hangars

Airport Rd
Storage Yard
(Penske)



Drawing Number 2020-02-20



3027 ARNOLD, SALINA, KS 67401
 (785-827-2014 FAX 785-827-2021)
 Web : WWW.SALINAAPORT.ORG
 MFB : DESIGNED BY
 MFB : DRAWN BY
 1 - 2022 SCALE
 03/16/2022 DATE



Department

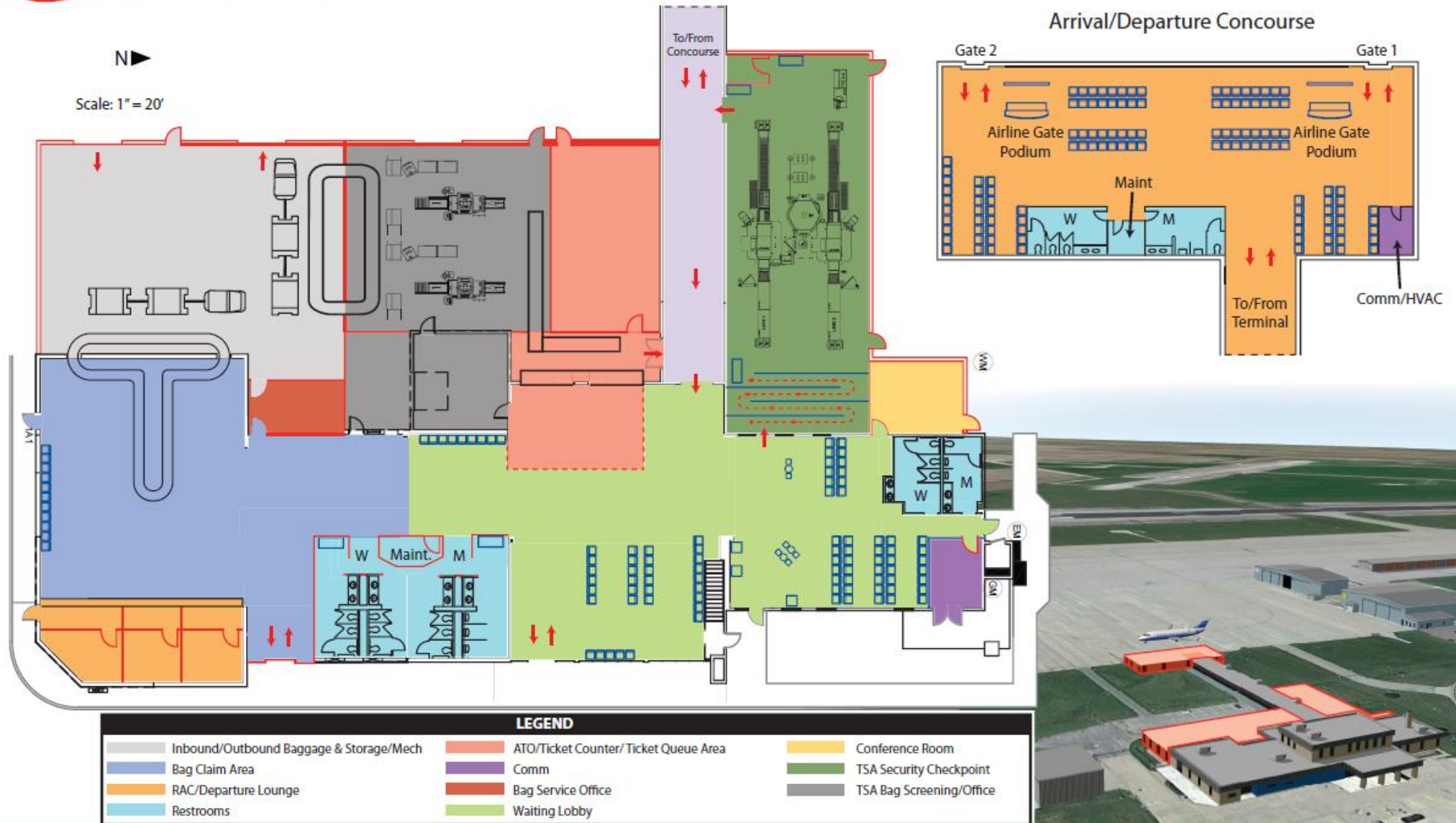
Headquarters Kansas
Wing Civil Air Patrol

Salina Regional Airport

[Hot link to Google Earth](#)











1/2023 14872174

A REMODEL OF SAA Hangar 626

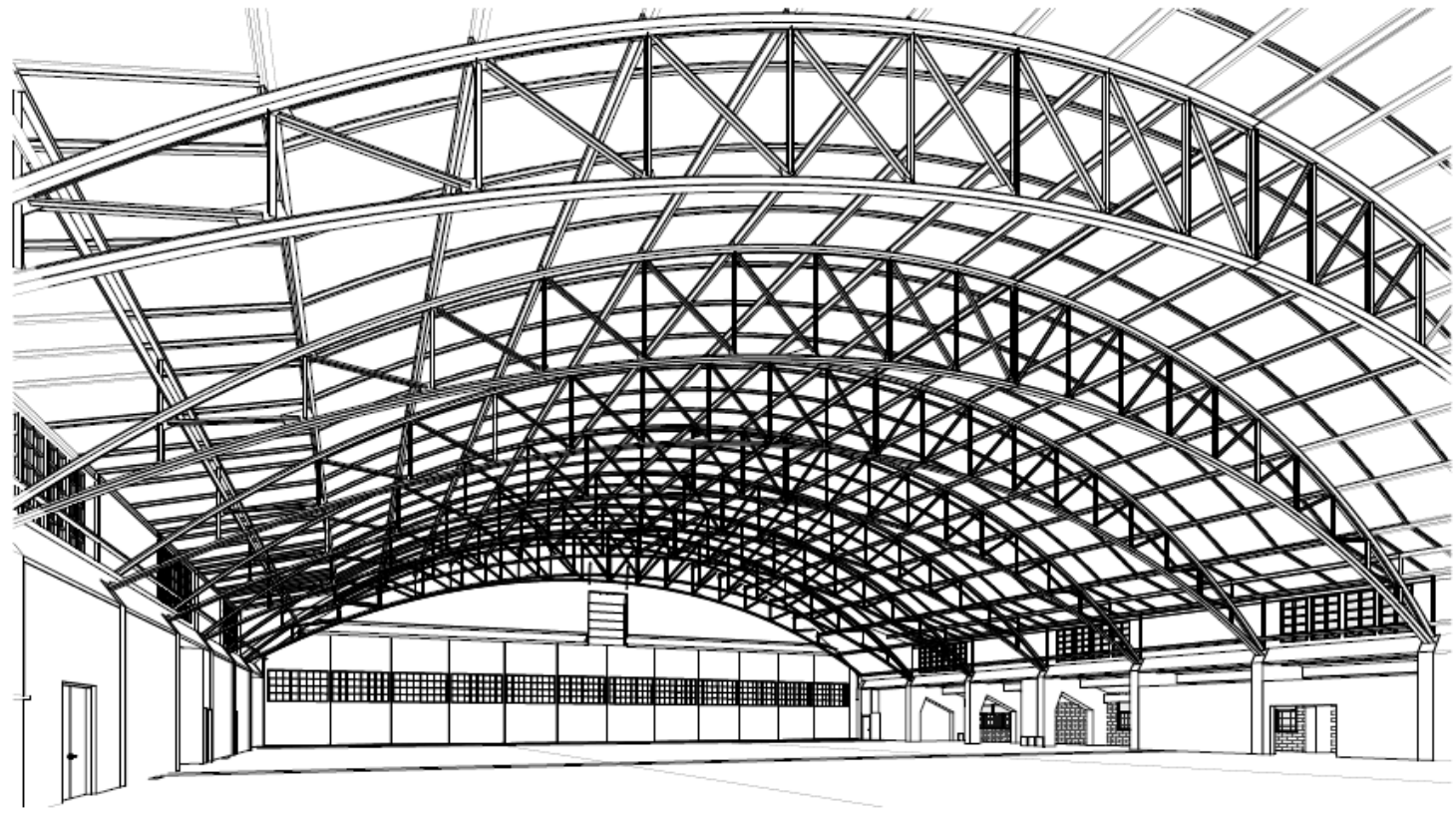
2625 Arnold Court

Salina, Kansas



1000
1000
1000
1000

PROPOSED DOCUMENT
NOT FOR CONSTRUCTION



A REMODEL OF
SAA Hangar 626
2625 Arnold Court
Salina, Kansas

PROJECT NUMBER	24-125
PROJECT ARCHITECT	AO
PROJECT MANAGER	ADP
DRAWN BY	ADP
CHECKED BY	CHEN
ISSUE DATE	01/10/23
ISSUE RECORD	SC

REVISIONS

SHEET TITLE

Cover Sheet

CODE SHEET

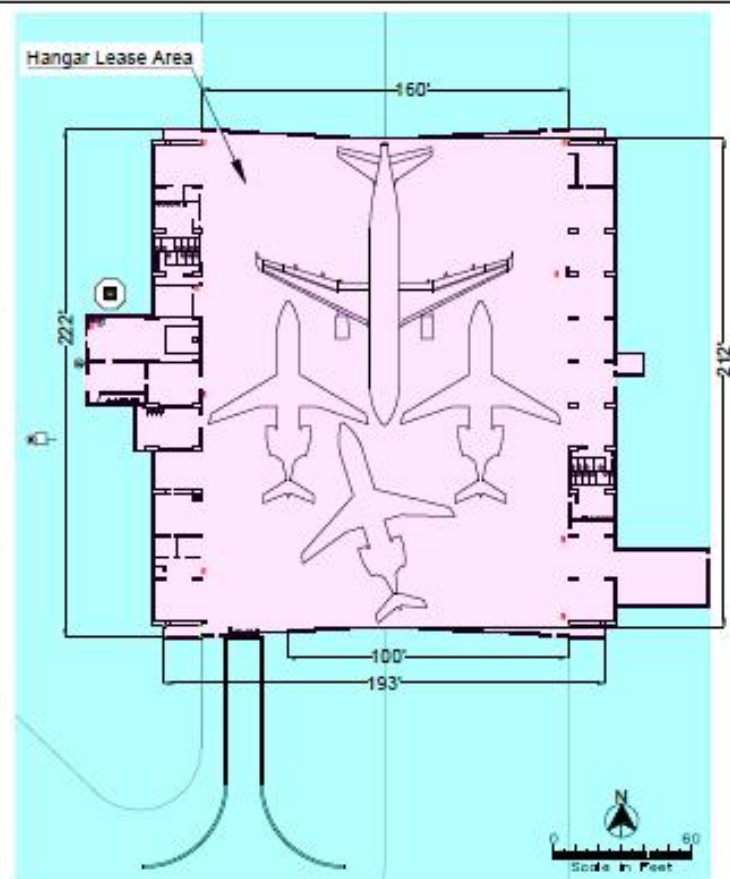
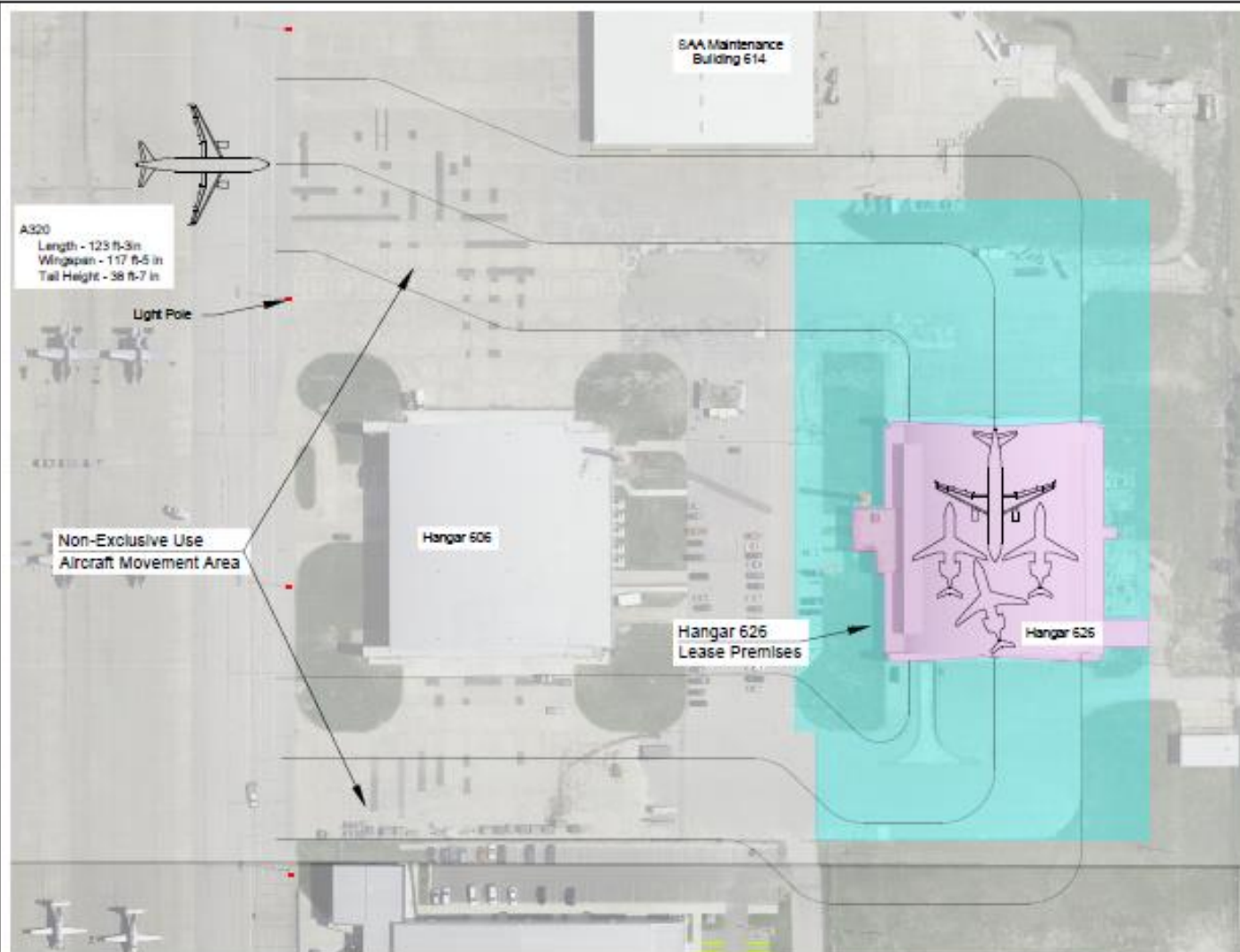
SHEET NUMBER

0001

Architect
Architect One, Inc.
906 S Kansas Ave #200
Topeka, KS 66602
Phone: 785.271.7010
Fax: 785.271.7020

Architect
Hutton
811 S. Lawrence
Salina, KS 67201
Phone: 785.942.8853

1/2023 14872174



Hangar 626
2625 Arnold Court
Hangar Area = 35,667 S.F.
Shop Space East Area = 5,588 S.F.
Offices West Area = 6733 S.F.
Total Hangar Area = 47,988 S.F.

Maximum Facility Height - 38 ft-10 in.
Maximum Facility Wingspan - 160 ft.

Power
800A 480V 3 Phase

Gas
1 1/4" Service

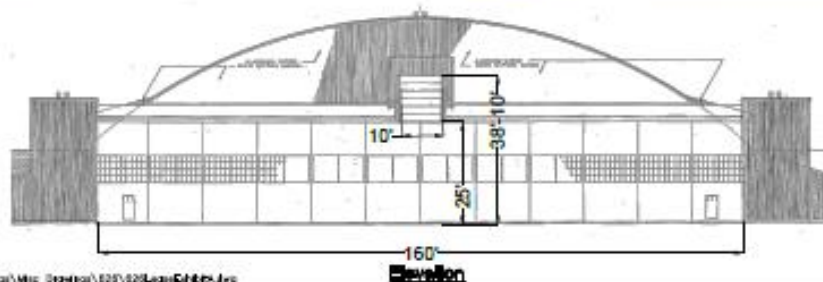
Water
2" Service
No Fire Suppression

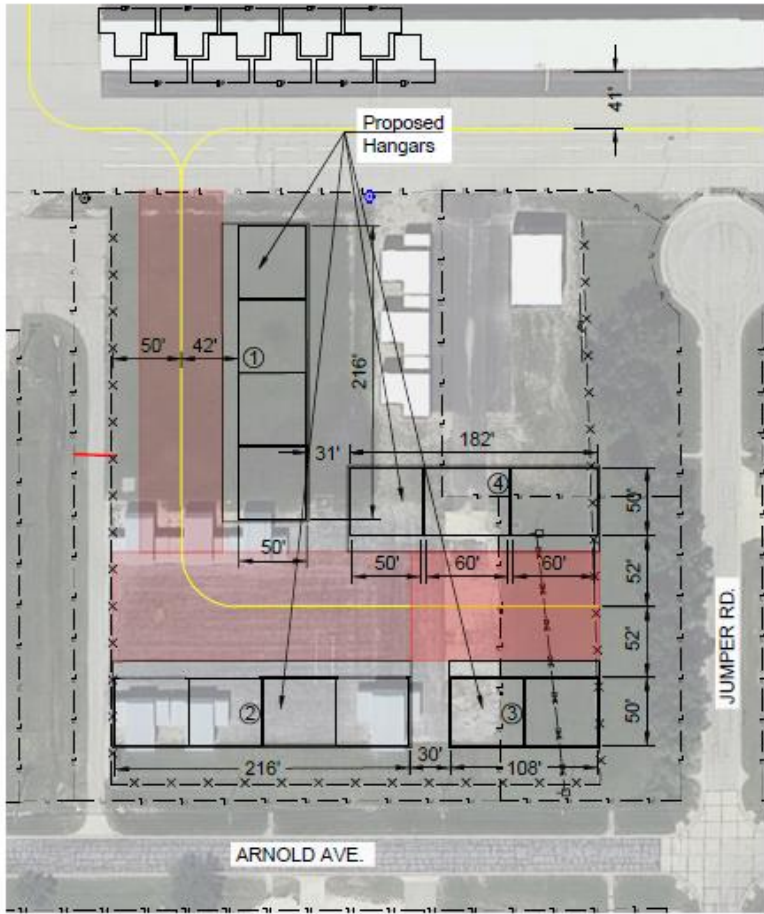
Drawing Number 3123-01-23



3237 ARNOLD, SALINA, KS 67401
(785-827-3914 Fax 785-827-2221)

Name : REVISIONS
MRC : DESIGNED BY
MRC : DRAWN BY
As Shown : SCALE
06/07/23 : DATE





Point	Latitude	Longitude
1	38°46'50.07"N	97°38'28.68"W
2	38°46'50.20"N	97°38'25.05"W
3	38°46'52.21"N	97°38'27.10"W
4	38°46'52.28"N	97°38'25.02"W

Drawing Number 3107-02-23

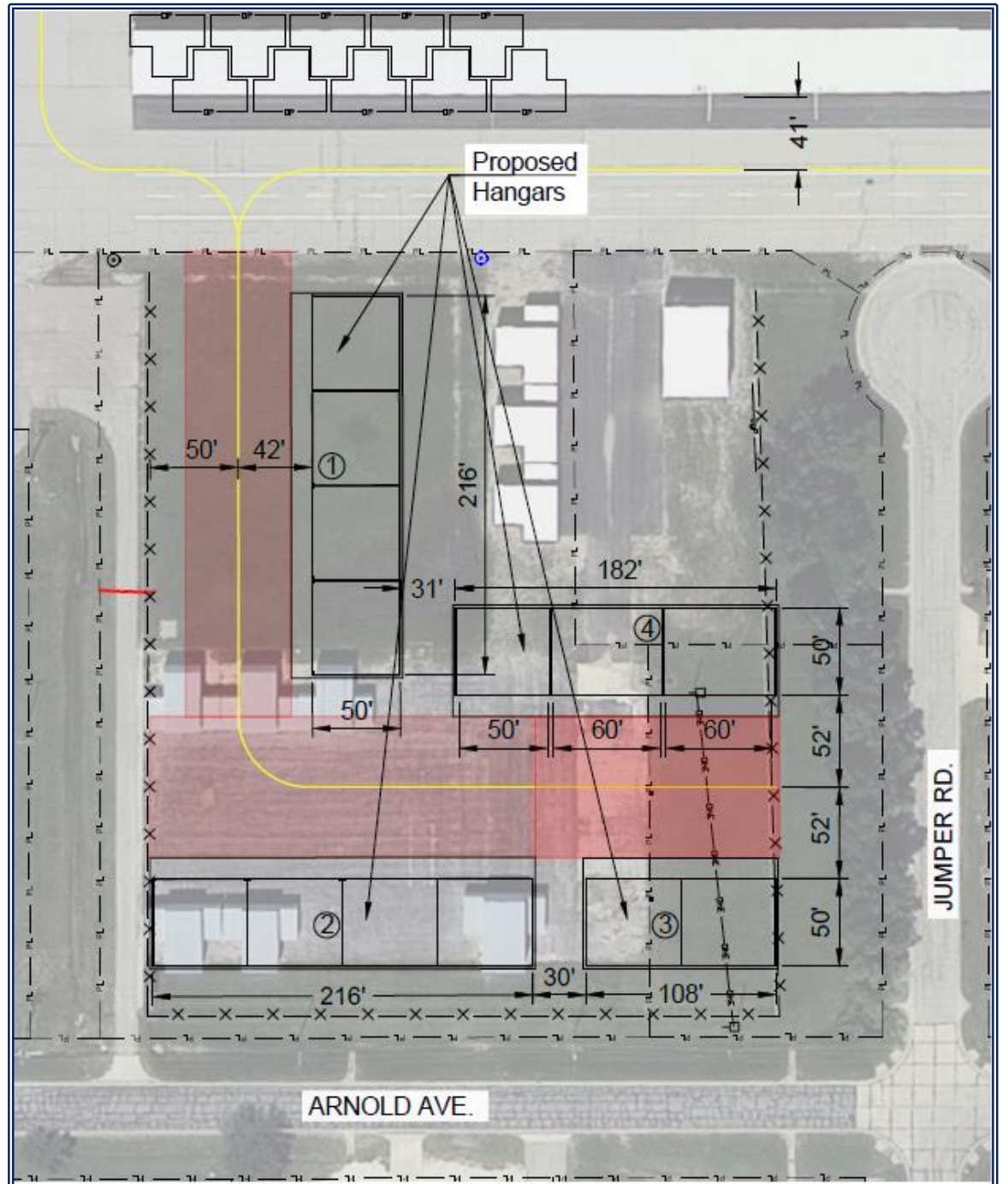


3237 ARNOLD, SALINA, KS 67401
 (785-827-3914 FAX: 785-827-2221)

None : REVISIONS
 MWC : DESIGNED BY
 MWC : DRAWN BY
 T - 100 : SCALE
 08/08/20, 10:55 : DATE

SALINA AIRPORT AUTHORITY
General Aviation Hangar Location Map

1
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Acceptance of Appointment and Oath of Office by Don Boos and John O'Brien

Kristin Gunn, Acting Chair



Approval of the minutes of the February 15, 2023 regular board meeting

Kristin Gunn, Acting Chair

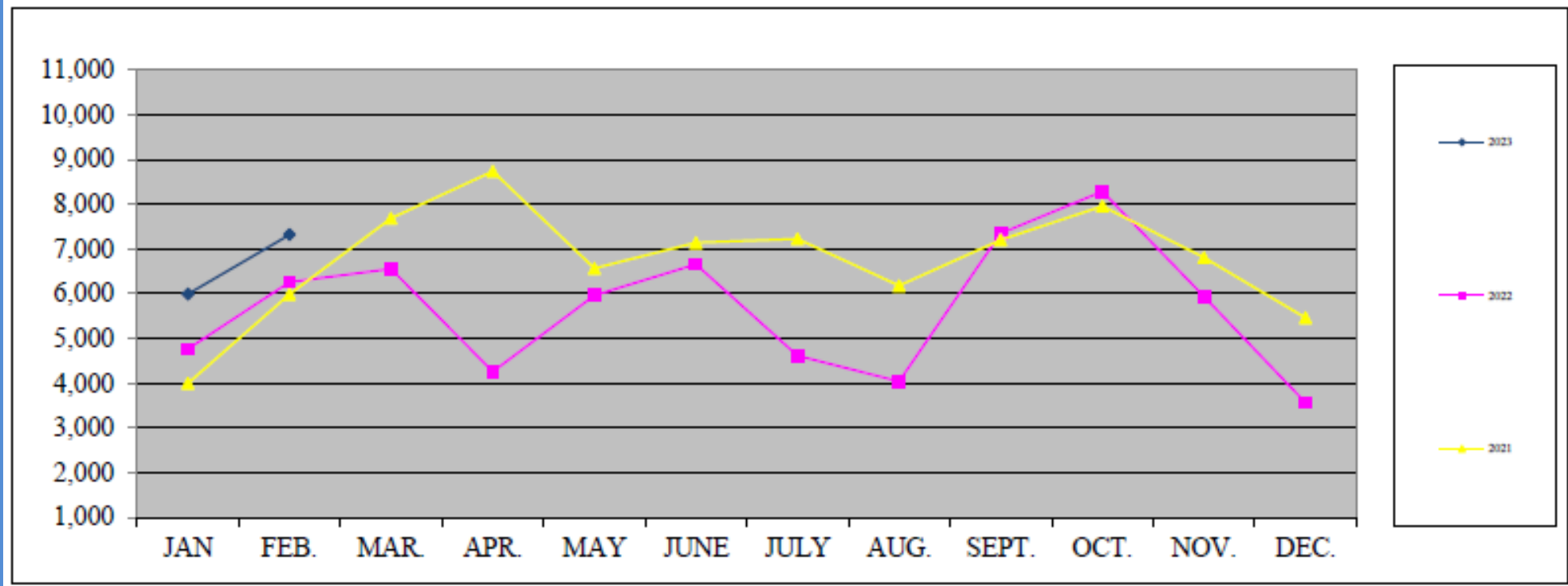


Review of Airport Activity and Financial Reports for the month ending February 28, 2023

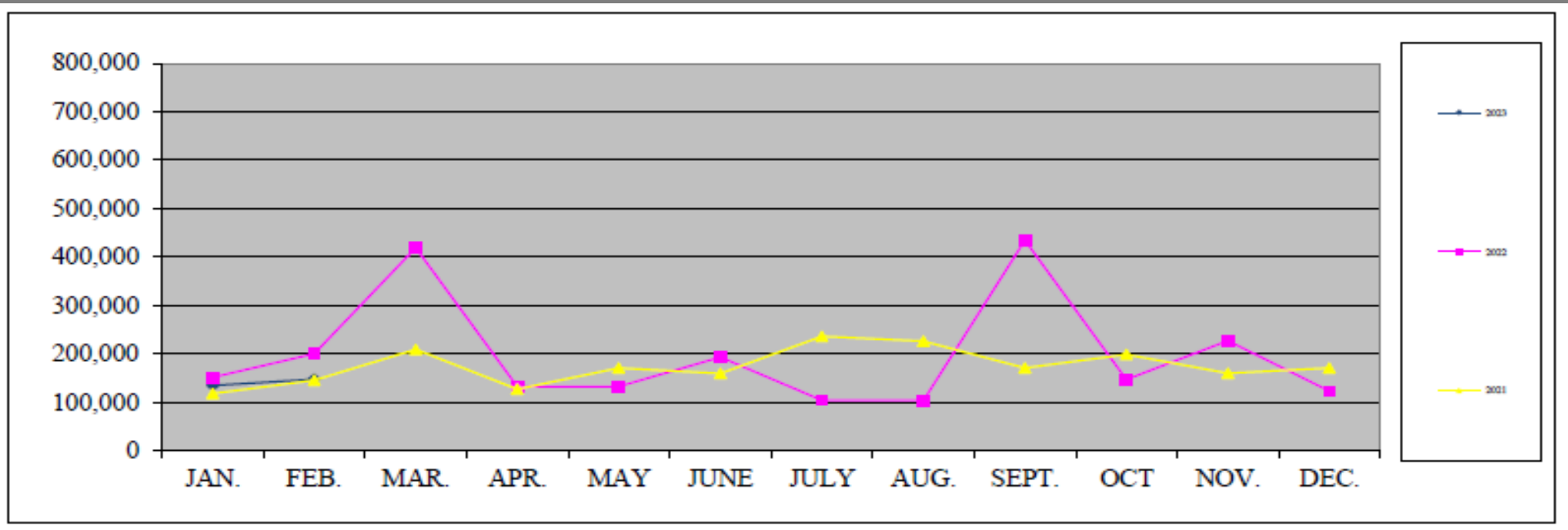
Tim Rogers, A.A.E.

Shelli Swanson, C.M.

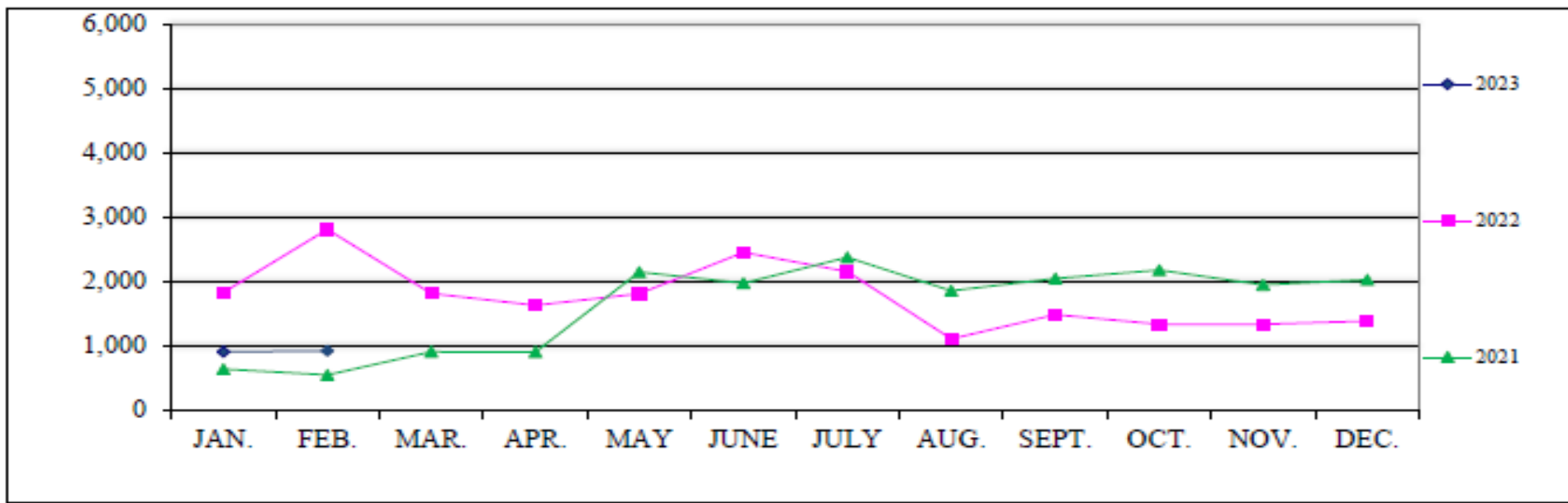
Air Traffic

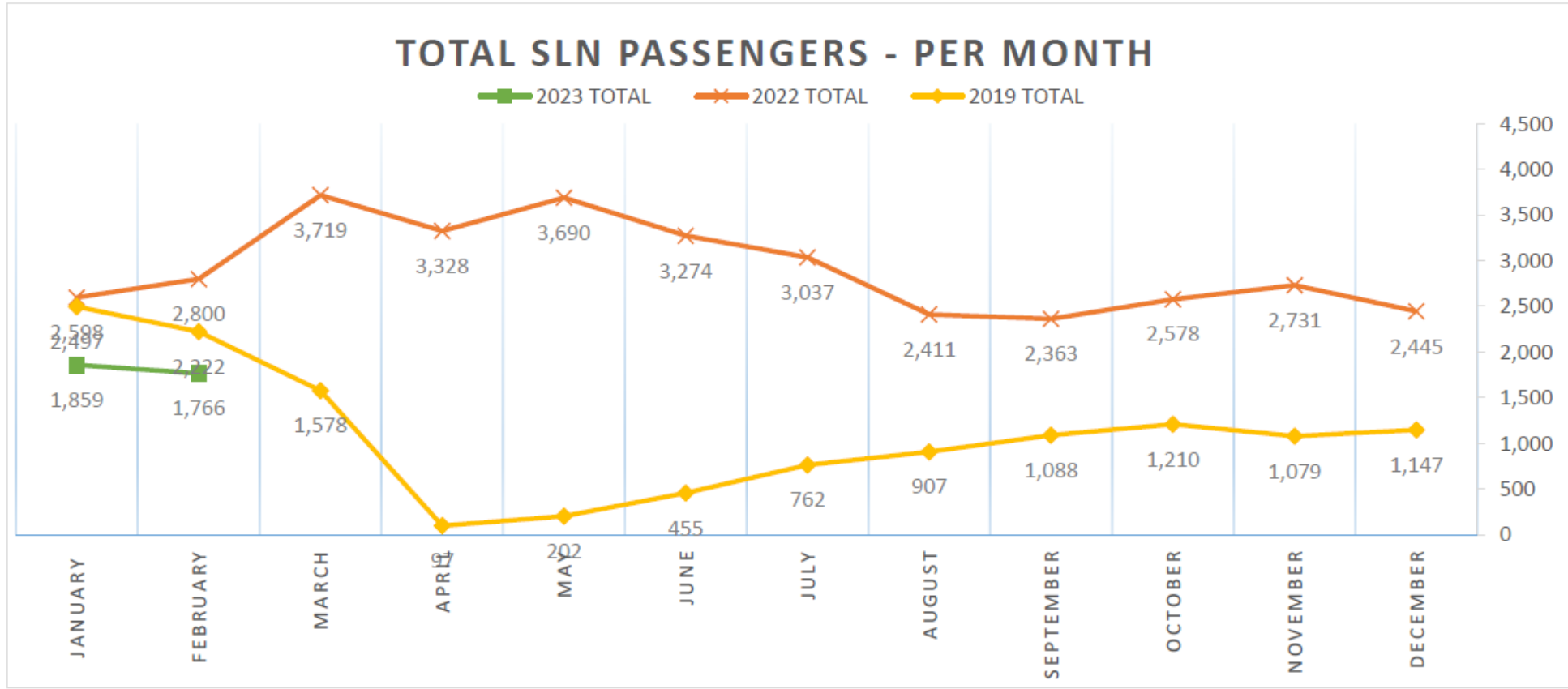


Fuel Flowage



Enplanements





* Per Pax subsidy based on prior 12 months

\$99.70

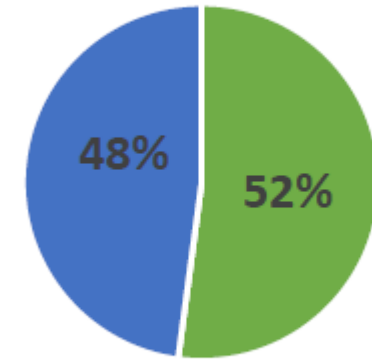
* Subsidy amount based on \$275,848/month

* Total passengers - the total of enplaned and deplaned passengers at SLN

* Passenger numbers reported are unaudited by SKW and subject to change

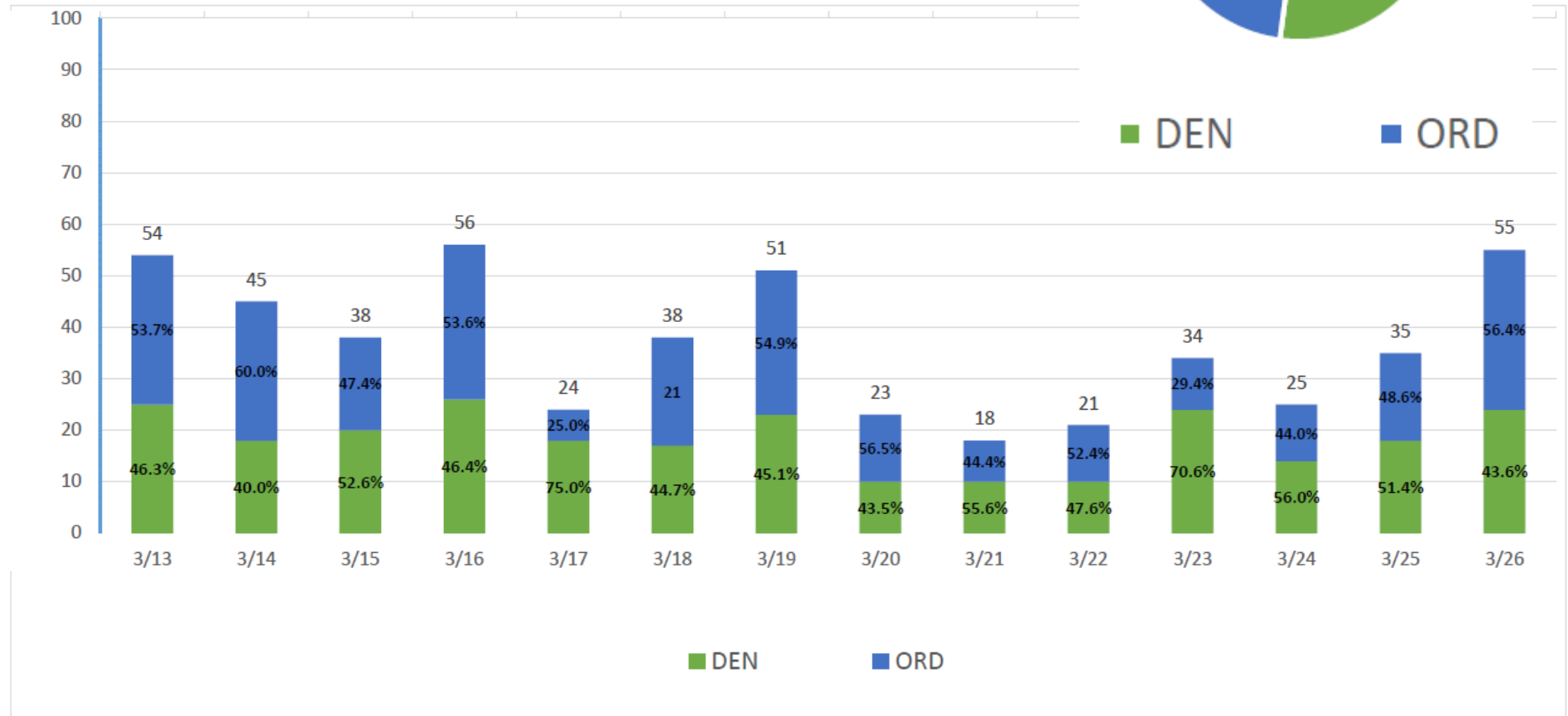
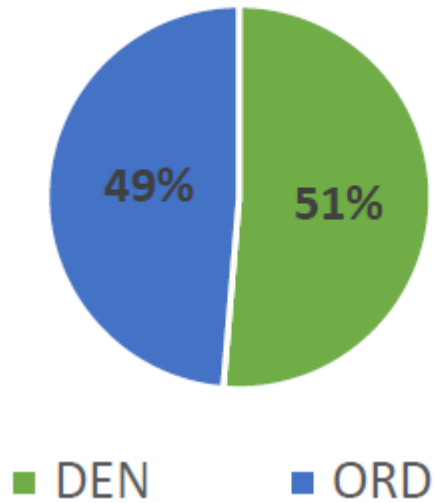
Source: SkyWest Monthly Activity Report (Rev/Non-Rev Pax)

Advanced Bookings Year-To-Date



Advanced Bookings

Advanced Bookings March 13 - March 26



3/13/23 - 3/19/23							
Flight #	Date	Depart DEN	Arrival SLN	Depart SLN	Arrival HYS	Depart HYS	Arrival DEN
DEN 5036	Mon 3/13/23	1:55 p.m.	4:18 p.m.	4:48 p.m.	5:31 p.m.	6:01 p.m.	6:22 p.m.
	Tue 3/14/23	12:55 p.m.	3:18 p.m.	3:48 p.m.	4:31 p.m.	5:01 p.m.	5:22 p.m.
	Wed 3/15/23	1:55 p.m.	4:18 p.m.	4:48 p.m.	5:31 p.m.	6:01 p.m.	6:22 p.m.
	Thu 3/16/23	1:55 p.m.	4:18 p.m.	4:48 p.m.	5:31 p.m.	6:01 p.m.	6:22 p.m.
	Fri 3/17/23	1:55 p.m.	4:18 p.m.	4:48 p.m.	5:31 p.m.	6:01 p.m.	6:22 p.m.
	Sat 3/18/23	1:55 p.m.	4:18 p.m.	4:48 p.m.	5:31 p.m.	6:01 p.m.	6:22 p.m.
	Sun 3/19/23	1:55 p.m.	4:18 p.m.	4:48 p.m.	5:31 p.m.	6:01 p.m.	6:22 p.m.
Flight #	Date	Depart ORD	Arrival HYS	Depart HYS	Arrival SLN	Depart SLN	Arrival ORD
ORD 5060	Mon 3/13/23	11:57 a.m.	2:25 p.m.	2:45 p.m.	3:28 p.m.	3:58 p.m.	5:48 p.m.
	Tue 3/14/23	12:47 p.m.	3:05 p.m.	3:35 p.m.	4:18 p.m.	4:48 p.m.	6:38 p.m.
	Wed 3/15/23	10:57 a.m.	1:15 p.m.	1:45 p.m.	2:28 p.m.	2:58 p.m.	4:48 p.m.
	Thu 3/16/23	11:43 a.m.	2:01 p.m.	2:31 p.m.	3:14 p.m.	3:44 p.m.	5:34 p.m.
	Fri 3/17/23	12:22 p.m.	2:40 p.m.	3:10 p.m.	3:53 p.m.	4:23 p.m.	6:13 p.m.
	Sat 3/18/23	11:57 a.m.	2:15 p.m.	2:45 p.m.	3:28 p.m.	3:58 p.m.	5:48 p.m.
	Sun 3/19/23	10:57 a.m.	1:15 p.m.	1:45 p.m.	2:28 p.m.	2:58 p.m.	4:48 p.m.

3/20/23 - 3/26/23							
Flight #	Date	Depart DEN	Arrival SLN	Depart SLN	Arrival HYS	Depart HYS	Arrival DEN
DEN 5036	Mon 3/20/23	1:55 p.m.	4:18 p.m.	4:48 p.m.	5:31 p.m.	6:01 p.m.	6:22 p.m.
	Tue 3/21/23	12:55 p.m.	3:18 p.m.	3:48 p.m.	4:31 p.m.	5:01 p.m.	5:22 p.m.
	Wed 3/22/23	1:55 p.m.	4:18 p.m.	4:48 p.m.	5:31 p.m.	6:01 p.m.	6:22 p.m.
	Thu 3/23/23	1:55 p.m.	4:18 p.m.	4:48 p.m.	5:31 p.m.	6:01 p.m.	6:22 p.m.
	Fri 3/24/23	1:02 p.m.	3:25 p.m.	3:55 p.m.	4:38 p.m.	5:08 p.m.	5:29 p.m.
	Sat 3/25/23	3:55 p.m.	5:18 p.m.	5:48 p.m.	6:31 p.m.	7:01 p.m.	7:22 p.m.
	Sun 3/26/23	1:55 p.m.	4:18 p.m.	4:48 p.m.	5:31 p.m.	6:24 p.m.	6:45 p.m.
Flight #	Date	Depart ORD	Arrival HYS	Depart HYS	Arrival SLN	Depart SLN	Arrival ORD
ORD 5060	Mon 3/20/23	11:57 a.m.	2:15 p.m.	2:45 p.m.	3:28 p.m.	3:58 p.m.	5:48 p.m.
	Tue 3/21/23	12:57 p.m.	3:15 p.m.	3:45 p.m.	4:28 p.m.	4:58 p.m.	6:48 p.m.
	Wed 3/22/23	10:57 a.m.	1:15 p.m.	1:45 p.m.	2:28 p.m.	2:58 p.m.	4:48 p.m.
	Thu 3/23/23	11:43 a.m.	2:01 p.m.	2:31 p.m.	3:14 p.m.	3:44 p.m.	5:34 p.m.
	Fri 3/24/23	12:32 p.m.	2:50 p.m.	3:20 p.m.	4:03 p.m.	4:33 p.m.	6:23 p.m.
	Sat 3/25/23	1:11 p.m.	3:29 p.m.	3:59 p.m.	4:42 p.m.	5:12 p.m.	7:02 p.m.
	Sun 3/26/23	10:57 a.m.	1:15 p.m.	1:45 p.m.	2:28 p.m.	2:58 p.m.	4:48 p.m.

3/27/23 - 4/2/23							
Flight #	Date	Depart DEN	Arrival SLN	Depart SLN	Arrival HYS	Depart HYS	Arrival DEN
DEN 5036 5054	Mon 3/27/23	2:15 p.m.	4:18 p.m.	4:48 p.m.	5:31 p.m.	6:01 p.m.	6:22 p.m.
	Tue 3/28/23	2:15 p.m.	4:18 p.m.	4:48 p.m.	5:31 p.m.	6:01 p.m.	6:22 p.m.
	Wed 3/29/23	2:15 p.m.	4:18 p.m.	4:48 p.m.	5:31 p.m.	6:01 p.m.	6:22 p.m.
	Thu 3/30/23	1:02 p.m.	3:25 p.m.	3:55 p.m.	4:38 p.m.	5:08 p.m.	5:29 p.m.
	Fri 3/31/23	1:55 p.m.	3:25 p.m.	3:55 p.m.	4:38 p.m.	5:08 p.m.	5:29 p.m.
	Sat 4/1/23	2:28 p.m.	4:51 p.m.	5:36 p.m.	6:20 p.m.	6:50 p.m.	7:11 p.m.
	Sun 4/2/23	2:28 p.m.	4:51 p.m.	5:36 p.m.	6:20 p.m.	6:50 p.m.	7:11 p.m.
Flight #	Date	Depart ORD	Arrival HYS	Depart HYS	Arrival SLN	Depart SLN	Arrival ORD
ORD 5060	Mon 3/27/23	11:37 a.m.	2:15 p.m.	2:45 p.m.	3:28 p.m.	3:58 p.m.	5:48 p.m.
	Tue 3/28/23	1:57 p.m.	4:15 p.m.	4:45 p.m.	5:28 p.m.	5:58 p.m.	7:48 p.m.
	Wed 3/29/23	11:57 a.m.	2:15 p.m.	2:45 p.m.	3:28 p.m.	3:58 p.m.	5:48 p.m.
	Thu 3/30/23	12:57 p.m.	3:15 p.m.	3:45 p.m.	4:28 p.m.	4:58 p.m.	6:48 p.m.
	Fri 3/31/23	12:57 p.m.	3:15 p.m.	3:45 p.m.	4:28 p.m.	4:58 p.m.	6:48 p.m.
	Sat 4/1/23	11:56 a.m.	2:04 p.m.	2:13 p.m.	3:38 p.m.	4:15 p.m.	6:07 p.m.
	Sun 4/2/23	11:56 a.m.	2:04 p.m.	2:13 p.m.	3:38 p.m.	4:15 p.m.	6:07 p.m.

Arrivals
Departures

SALINA Airport *Authority*

FEBRUARY 2023

FINANCIAL STATEMENTS

Salina Airport Authority
Statement of Net Position Prev Year Comparison

03/12/2023

As of February 28, 2023

	<u>Feb 28, 23</u>	<u>Jan 31, 23</u>	<u>\$ Change</u>	<u>Feb 28, 22</u>	<u>\$ Change</u>	<u>% Change</u>
ASSETS						
Current Assets						
Total Checking/Savings	4,248,151	5,054,041	-805,890	6,610,633	-2,362,482	-36%
Total Accounts Receivable	89,524	89,065	459	106,469	-16,945	-16%
Total Other Current Assets	1,758,259	1,762,241	-3,982	1,476,778	281,481	19%
Total Current Assets	<u>6,095,934</u>	<u>6,905,347</u>	<u>-809,413</u>	<u>8,193,880</u>	<u>-2,097,946</u>	<u>-26%</u>
Total Fixed Assets	<u>48,712,697</u>	<u>48,860,624</u>	<u>-147,927</u>	<u>42,604,907</u>	<u>6,107,790</u>	<u>14%</u>
Total Other Assets	<u>1,085,654</u>	<u>1,085,654</u>	<u>0</u>	<u>1,085,654</u>	<u>0</u>	<u>0%</u>
TOTAL ASSETS	<u>55,894,285</u>	<u>56,851,625</u>	<u>-957,340</u>	<u>51,884,441</u>	<u>4,009,844</u>	<u>8%</u>
LIABILITIES & EQUITY						
Liabilities						
Total Current Liabilities	11,105,571	12,043,476	-937,905	4,382,497	6,723,074	153%
Total Long Term Liabilities	17,390,493	17,390,493	0	24,754,903	-7,364,410	-30%
Total Liabilities	<u>28,496,064</u>	<u>29,433,969</u>	<u>-937,905</u>	<u>29,137,400</u>	<u>-641,336</u>	<u>-2%</u>
Equity						
Total Equity	<u>27,398,222</u>	<u>27,417,657</u>	<u>-19,435</u>	<u>22,747,043</u>	<u>4,651,179</u>	<u>20%</u>
TOTAL LIABILITIES & EQUITY	<u>55,894,286</u>	<u>56,851,626</u>	<u>-957,340</u>	<u>51,884,443</u>	<u>4,009,843</u>	<u>8%</u>

Salina Airport Authority
Profit & Loss Prev Year Comparison
 January through February 2023

2:29 PM
 03/12/2023
 Accrual Basis

	<u>Jan - Feb 23</u>	<u>Jan - Feb 22</u>	<u>\$ Change</u>	<u>% Change</u>
Ordinary Income/Expense				
Income				
Total Airfield revenue	194,337.60	171,045.91	23,291.69	13.62%
Total Building and land rent	309,928.78	285,772.38	24,156.40	8.45%
Total Other revenue	7,401.33	15,422.12	-8,020.79	-52.01%
Total Income	511,667.71	472,240.41	39,427.30	8.35%
Gross Profit	511,667.71	472,240.41	39,427.30	8.35%
Expense				
Total Administrative expenses	274,323.52	264,601.16	9,722.36	3.67%
Total Maintenance expenses	167,725.94	202,391.70	-34,665.76	-17.13%
Total Expense	442,049.46	466,992.86	-24,943.40	-5.34%
Net Ordinary Income	69,618.25	5,247.55	64,370.70	1,226.68%
Mill levy income	459,181.48	409,342.50	49,838.98	12.18%
Total Other Income	749,243.59	485,444.30	263,799.29	54.34%
Total Other Expense	589,181.00	578,280.82	10,900.18	1.89%
Net Other Income	160,062.59	-92,836.52	252,899.11	272.41%
Net Income	<u>229,680.84</u>	<u>-87,588.97</u>	<u>317,269.81</u>	<u>362.23%</u>

Salina Airport Authority
Capital Additions Budget vs. Actual
 As of February 28, 2023

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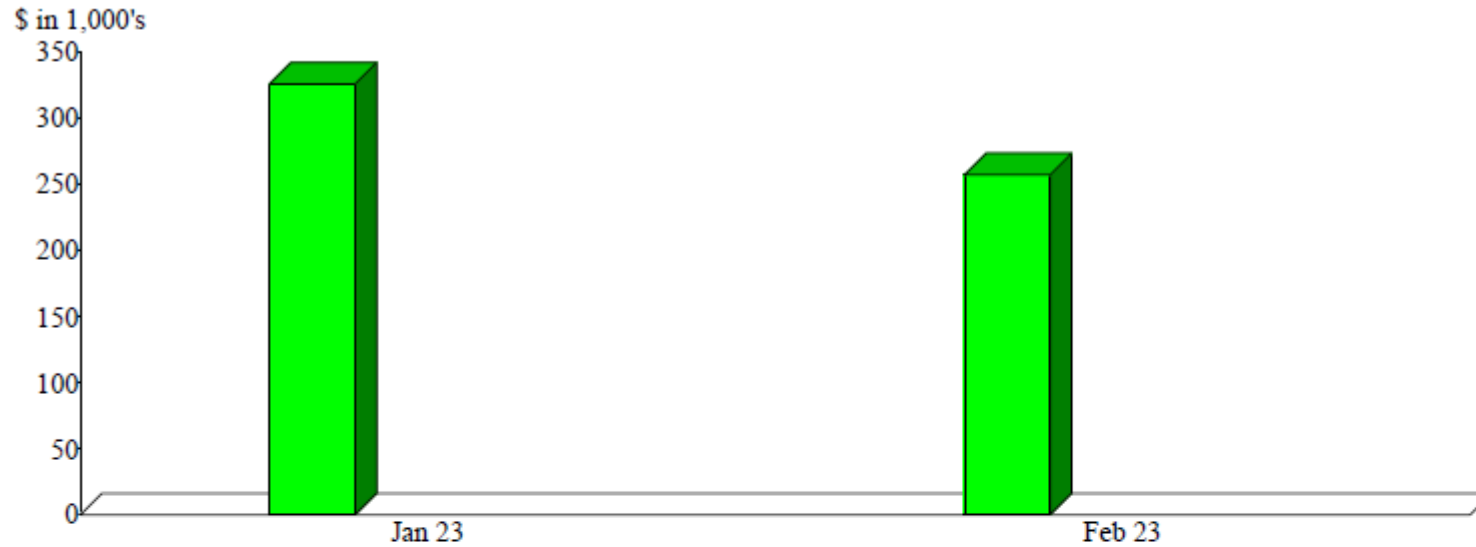
03/12/2023

Accrual Basis

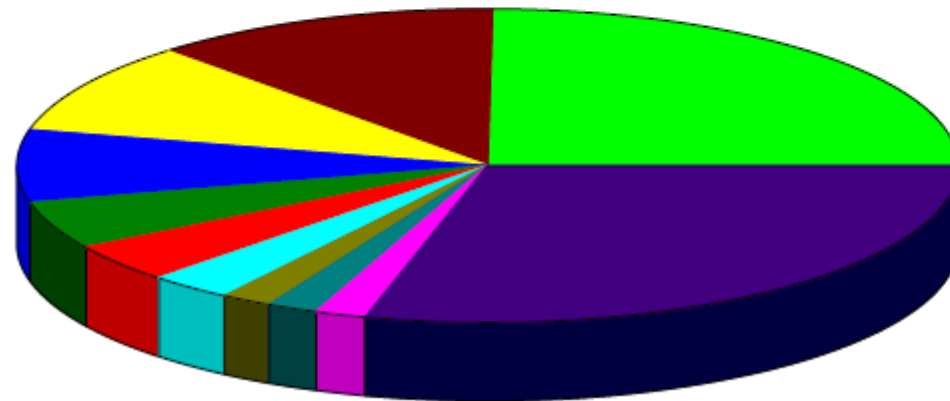
	Feb 23	Jan-Feb 23	Annual Budget	+/- Annual Budget	% of Annual Budget
ASSETS					
Fixed Assets					
Fixed assets at cost					
Total Airfeld	0	146,534	1,215,410	-1,068,876	12%
Total Buildings & Improvements	102,073	147,988	516,000	-368,012	29%
Total Equipment	0	7,900	147,500	-139,600	5%
Total Land	0	0	35,000	-35,000	0%
Total Fixed assets at cost	102,073	302,422	1,913,910	-1,611,488	16%

Sales by Month
January through February 2023

Dollar Sales



Sales Summary
January through February 2023

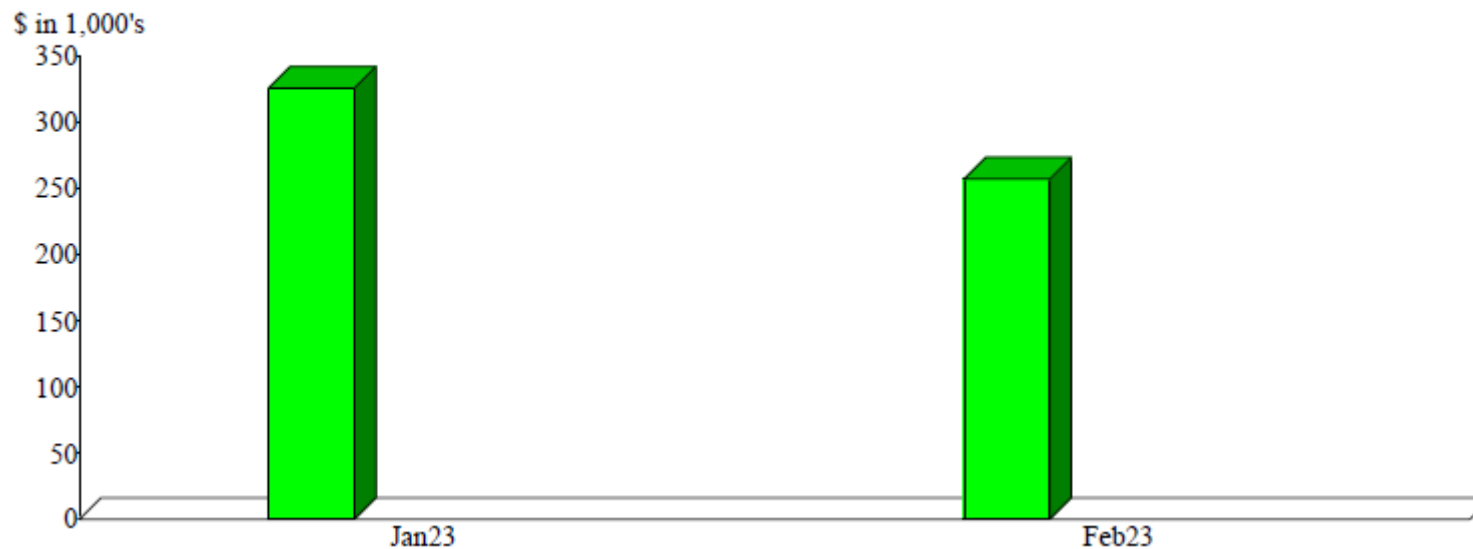


1 Vision Aviation, PLLC	24.83%
Kansas Erosion Products, LLC.	12.20
Avflight Salina	9.48
Stryten Salina, LLC	7.56
Universal Forest Products (UFP)	4.99
SFC Global Supply Chain	4.07
K-State Salina	3.01
Durham School Service, L.P.	1.90
Hentzen Coatings, Inc.	1.82
Gartner Refrigeration, Inc.	1.80
Other	28.35
Total	\$583,415.46

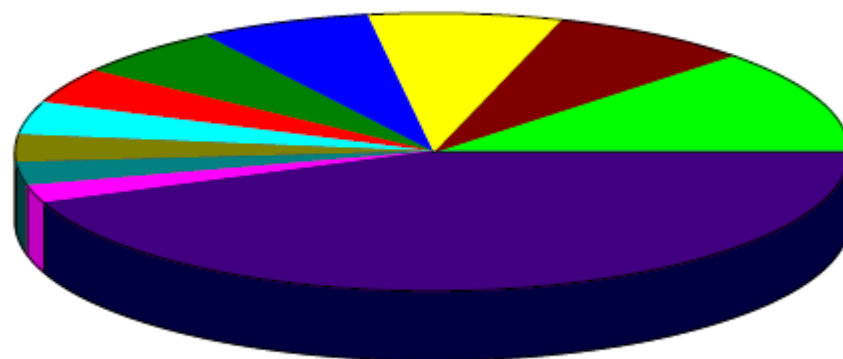
By Customer

Sales by Month
January through February 2023

Dollar Sales



Sales Summary
January through February 2023



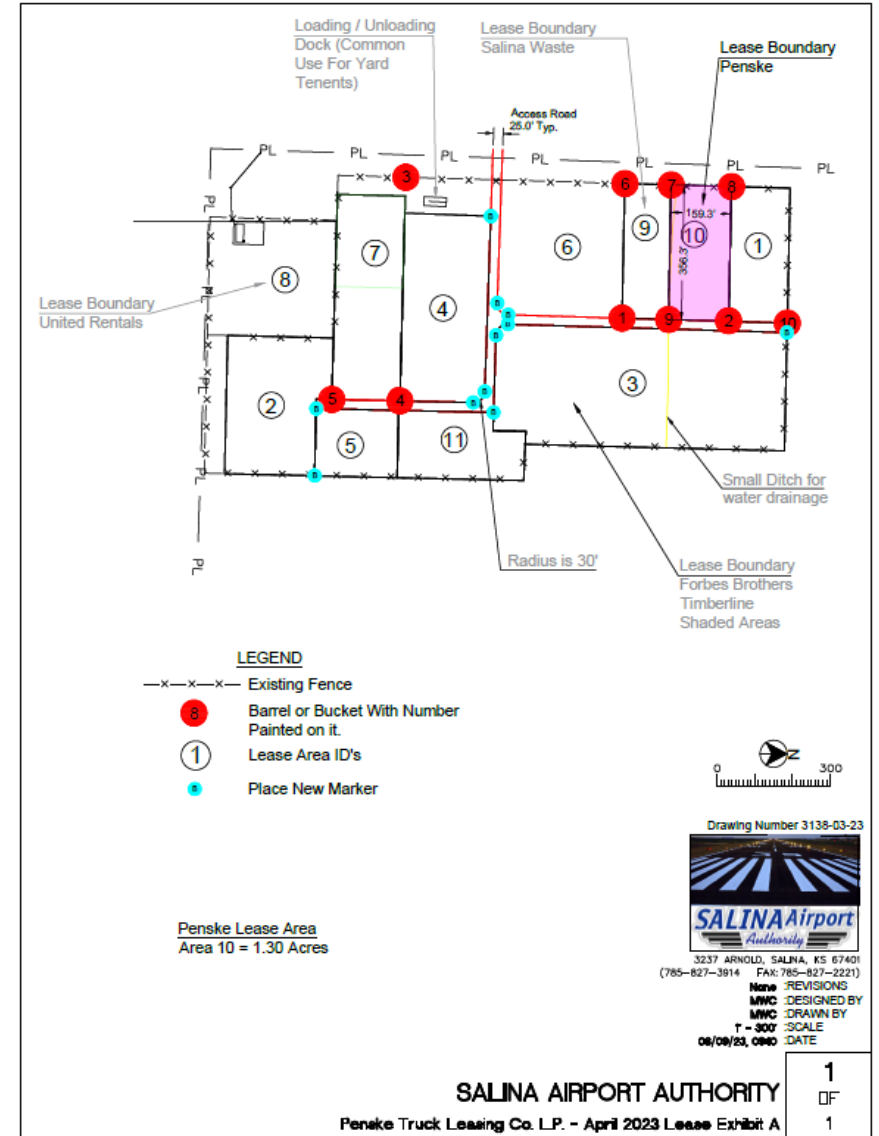
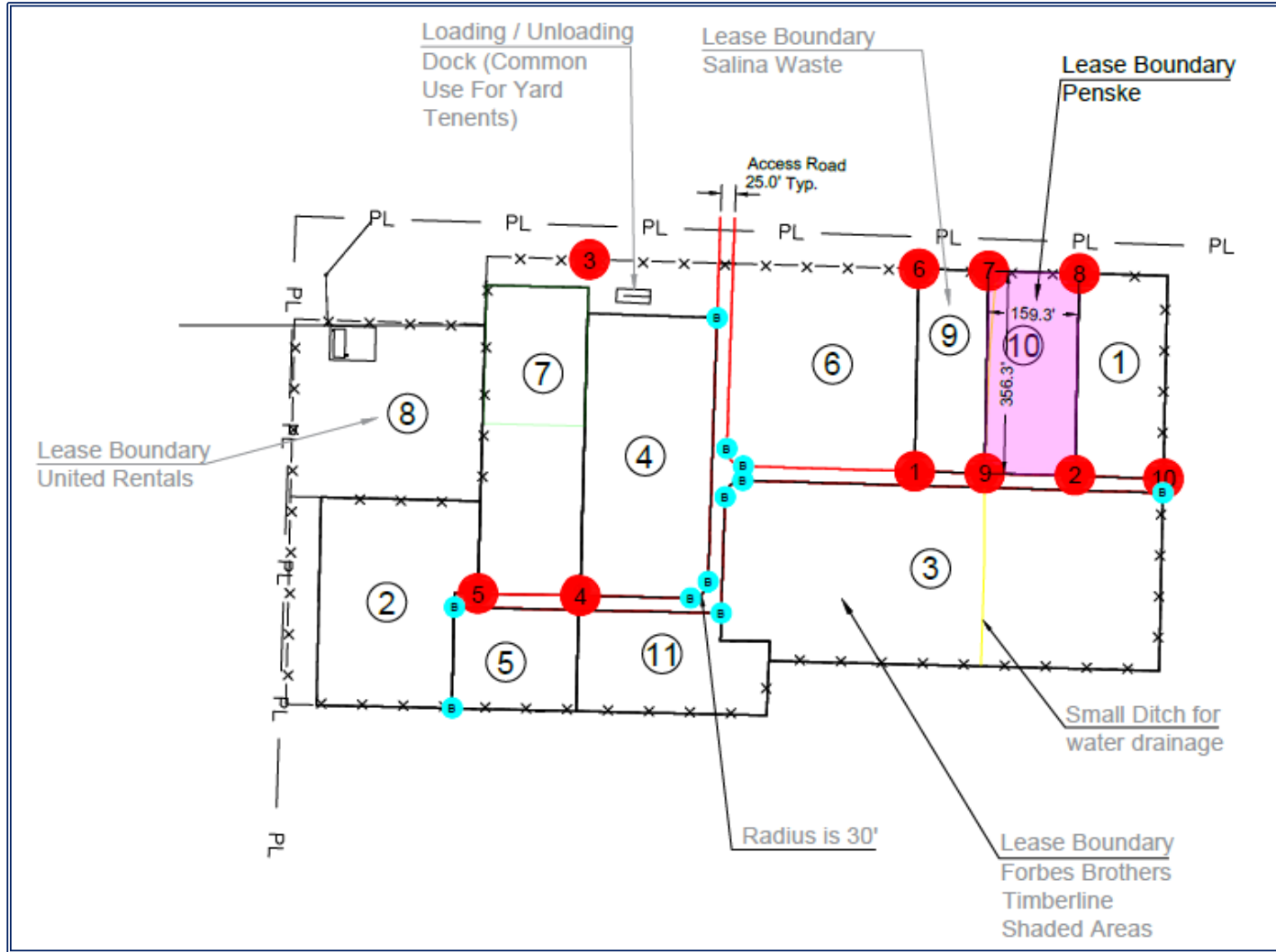
Insurance(CP) (Insurance Reimbursement)	12.30%
H-0606-3 (Hangar 606, 2630 Arnold Court	7.94
H-00959-1 (Hangar Facility H959 - 2044 S	7.54
B-01021 (Building #1021 located at 3600	6.76
B-00655-3 (Bldg. #655 (96,611 SF) - 2656	6.02
Utility Reimbursement (Utility Reimburse	4.21
FFF-Avflight Salina (Fuel Flowage Fee @	3.87
B-00620-1 (Building #620 (30,000 SF) an	3.27
B-00626-1 (Manufacturing facility #626 (2.77
H-00409-1 (FBO Hangar - 2010 Rogers Ct.)	2.21
Other	43.09
Total	\$583,415.46

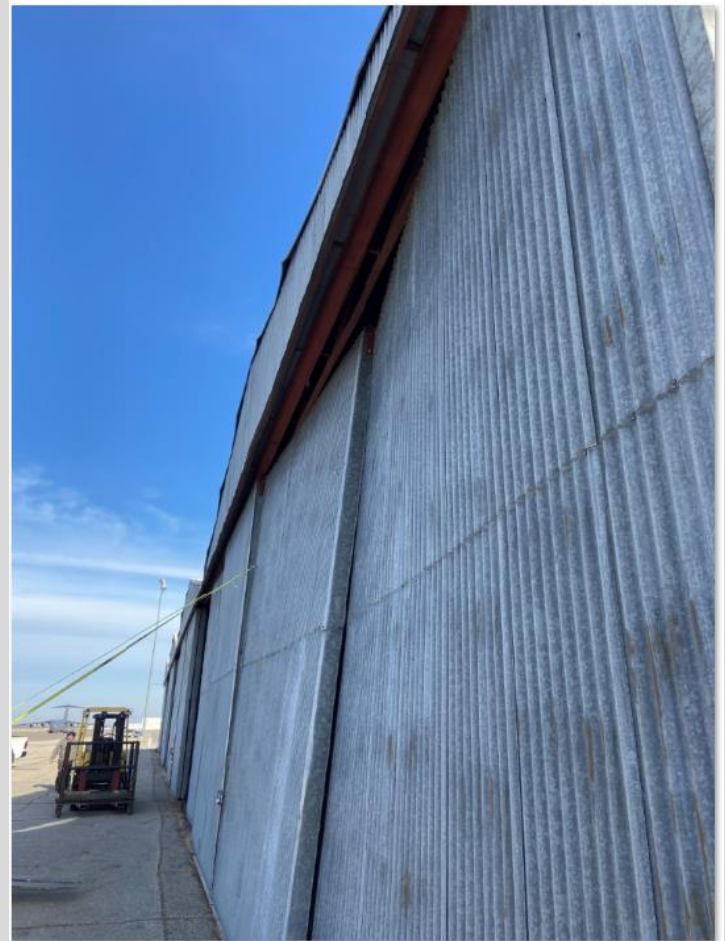
By Item



Consideration of a Lease Agreement with Penske Truck Leasing, Co. for 1.30 acres of land located in the Airport Authority's Airport Rd. equipment storage yard.

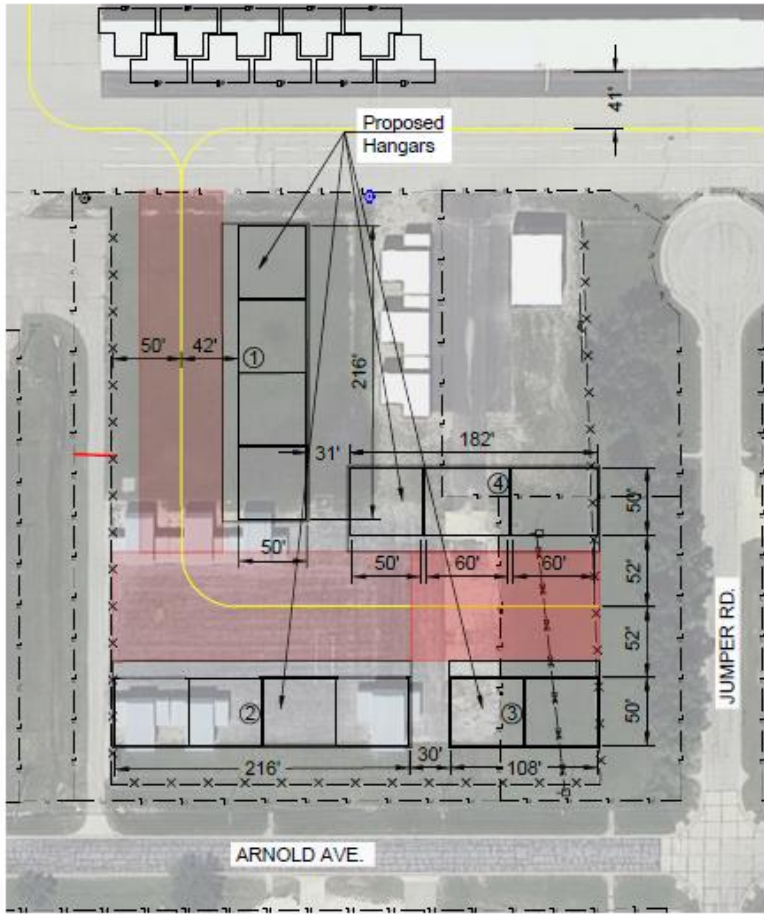
Shelli Swanson, C.M.





Review and discussion of options for the construction of new general aviation (GA) aircraft storage hangars.

Tim Rogers, A.A.E.
Shelli Swanson, C.M.



Point	Latitude	Longitude
1	38°46'50.07"N	97°38'28.68"W
2	38°46'50.20"N	97°38'25.05"W
3	38°46'52.21"N	97°38'27.10"W
4	38°46'52.28"N	97°38'25.02"W

Drawing Number 3107-02-23

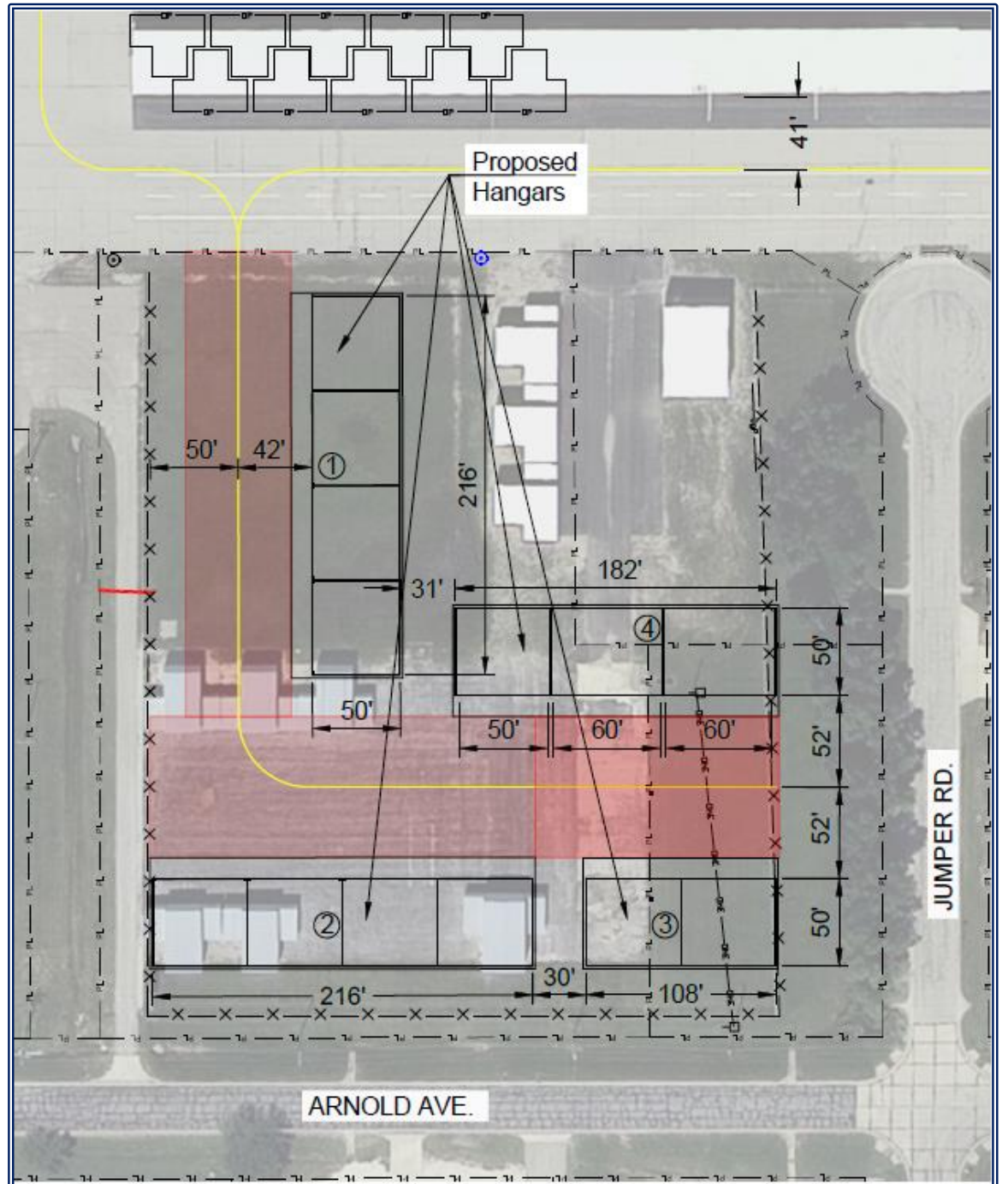


3237 ARNOLD, SALINA, KS 67401
 (785-827-3914 FAX: 785-827-2221)

None : REVISIONS
 MWC : DESIGNED BY
 MWC : DRAWN BY
 T - 100 : SCALE
 06/08/20, 10:55 : DATE

SALINA AIRPORT AUTHORITY
General Aviation Hangar Location Map

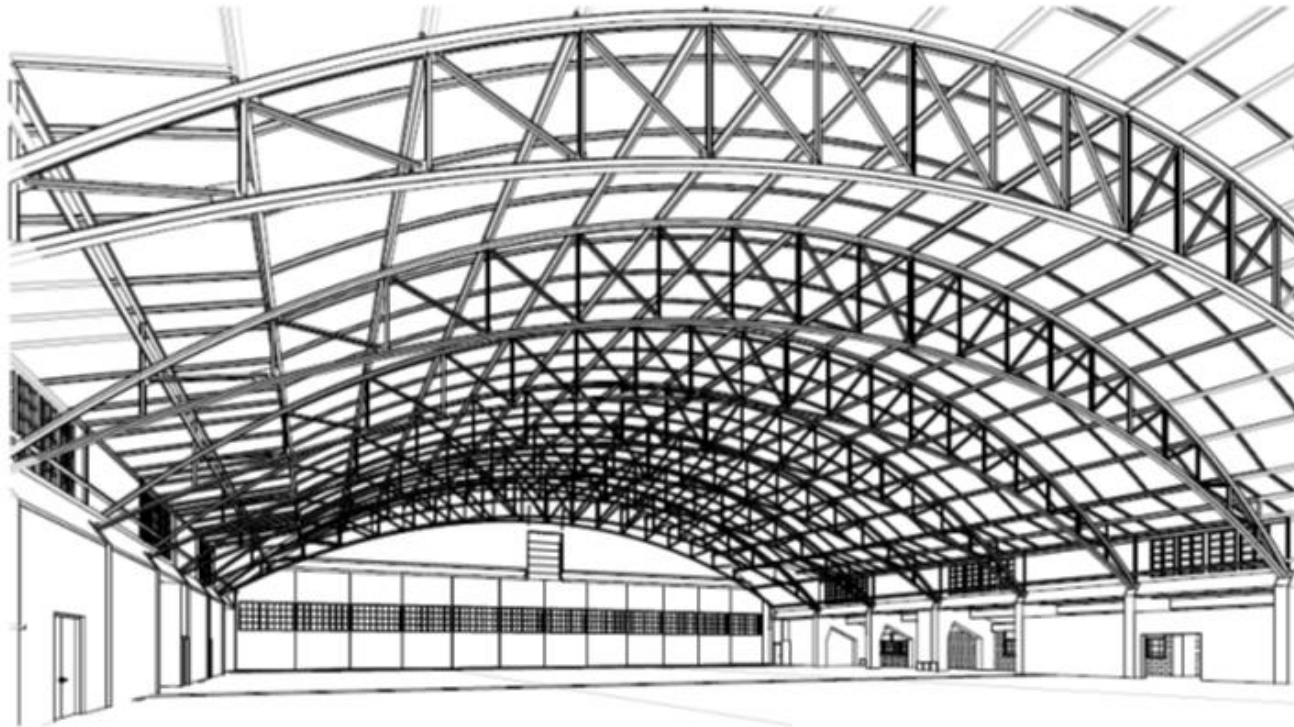
1
 OF
 1



A REMODEL OF
SAA Hangar 626

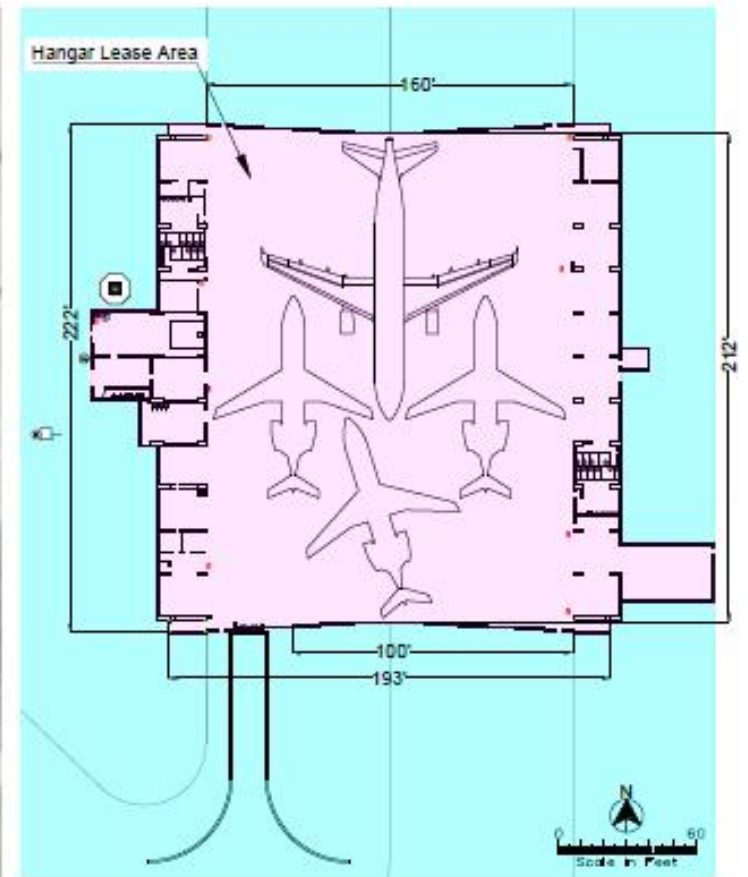
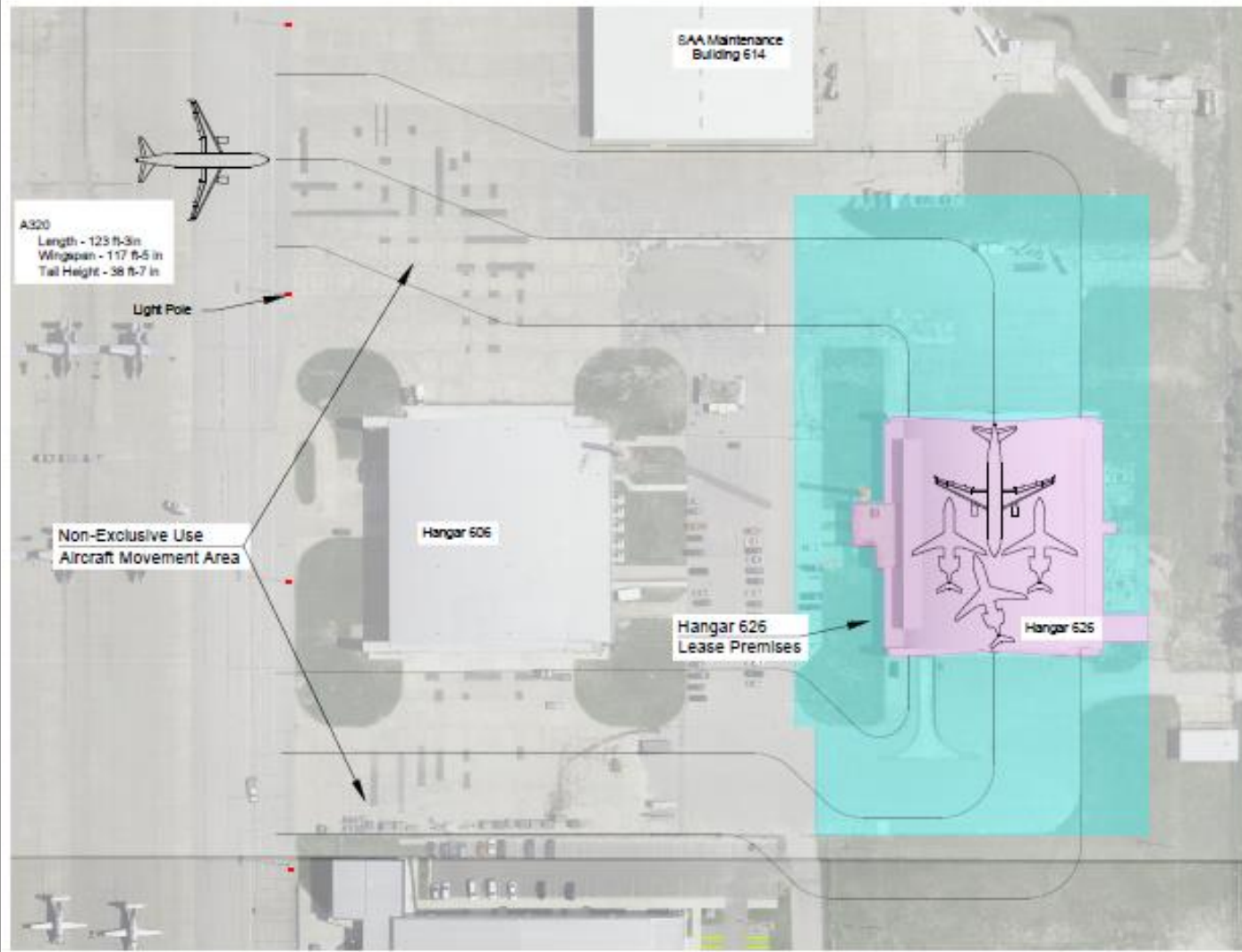
2625 Arnold Court

Salina, Kansas



Consideration of an amendment to the Hutton hangar H626 design contract to provide Construction Management At-Risk (CMAR) services for the completion of the H626 rehabilitation project.

Tim Rogers, A.A.E.
Shelli Swanson, C.M.



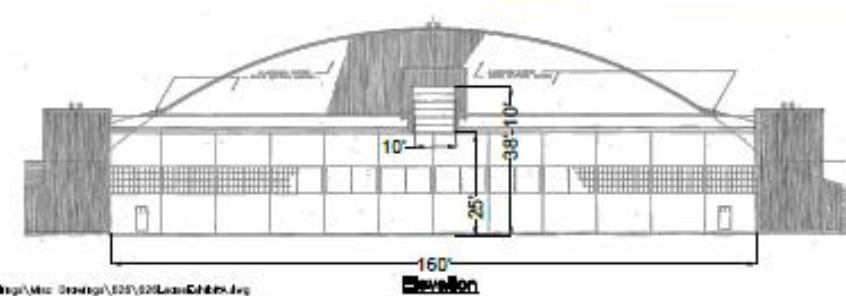
Hangar 626
 2825 Arnold Court
 Hangar Area - 35,867 S.F.
 Shop Space East Area - 5,588 S.F.
 Offices West Area - 6733 S.F.
 Total Hangar Area - 47,188 S.F.

Maximum Facility Height - 38 ft-10 in.
 Maximum Facility Wingspan - 160 ft.

Power
 800A 480V 3 Phase

Gas
 1 1/4" Service

Water
 2" Service
 No Fire Suppression



Drawing Number 3123-01-23



3237 ARNOLD, SALINA, KS 67406
 (785-827-3914 FAX 785-827-2221)

None - REVISIONS
 WRC - DESIGNED BY
 WRC - DRAWN BY
 No 0/0/0 - SCALE
 08/17/23, 245 - DATE



Review of Airport Authority's 2023 bond financing plan.

Shelli Swanson, C.M.

David Arteberry

(March 15, 2023 Update)

2023 Bond Financing Plan

Salina Airport Authority
General Obligation Bonds
Series 2023-A

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Financing Plan.....	1
Mill Levy Projections.....	2
Estimated Debt Service Schedule.....	3

STIFEL | Public Finance

4801 Main Street, Suite 530
Kansas City, Missouri 64112
816-203-8733

2023 Bond Financing Plan

Salina Airport Authority

Outstanding Temporary Notes

Series	Principal Amount	Issue Date	Maturity Date	Rate	First Call Date
2020-1	2,100,000	09/01/20	09/01/23	0.48%	09/01/21
2021-1	3,545,000	11/10/21	09/01/23	0.45%	09/01/22
2022-1	1,000,000	07/07/22	07/01/23	2.25%	12/01/22
	6,645,000			0.73% average	

2023 Bond Issue Overview

Scope of Issue:	Redeem Outstanding Temporary Notes + General Aviation Box Hangar Construction + Hangar 626 Improvements + Apron & Taxi Area Improvements + Aviation Fuel Facility Reconstruction
Estimated Issuance Date:	06/07/23
First Payment Due:	2024
Final Payment Due:	2043

Sizing:

Redemption of Temporary Note Principal (1)		
Series 2020-1 (Schwan's Land Acquisition)		2,100,000
Series 2021-1 (Terminal Concourse, GA Public Restrooms; GA Hangar Prelim Design; B595 Warehouse Rehab)		3,545,000
Series 2022-1 (Hangar 626 Rehab Design and Improvements)		1,000,000
Total Principal Due on Notes		6,645,000
Add: Additional Project Costs to Bond (2)	9,679,303	
Add: Estimated Issuance Costs and Underwriting	400,698	
Total Principal Amount of 2023 Bonds		16,725,000

(1) Assumes temporary notes are redeemed on June 8, 2023 and all interest due is paid with available cash.

(2) Borrowing amount will be based upon actual construction bids received.

STIFEL | Public Finance

03/14/23

Bond and Interest Fund Mill Levy Projection

Salina Airport Authority

Debt Service and Levy Requirements

Year	Annual Debt Service Payments						Estimated Series 2023-A Bonds	Aggregate Debt Service	Reductions to Levy Amount				Net Debt Service to Levy	Assessed Valuation (3)	Mill Levy
	Outstanding Bonds and Notes								Other Operating Revenues (1)	GA Box Hangar Revenues	Motor Vehicle Taxes (2)	Total Reductions			
	Bonds Series 2015-A	Bonds Series 2017-A	Bonds Series 2017-B	Bonds Series 2019-A	Bonds Series 2021-A	Total Outstanding									
2023												1,982,031	496,759,566	3.990	
2024	91,043	1,705,600	165,550	77,043	175,305	2,214,540	1,031,375	3,245,915	(85,000)		(265,500)	(350,500)	2,895,415	499,243,364	5.800
2025	93,195	1,703,160	164,800	80,385	179,580	2,221,120	836,250	3,057,370	(85,000)	(75,000)	(360,092)	(520,092)	2,537,278	501,739,581	5.057
2026		1,522,598	449,050	78,530	178,455	2,228,633	836,250	3,064,883	(85,000)	(75,000)	(324,193)	(484,193)	2,580,690	504,248,279	5.118
2027		1,248,883	714,750	76,605	176,955	2,217,193	836,250	3,053,443	(85,000)	(76,875)	(328,939)	(490,814)	2,562,629	506,769,520	5.057
2028		1,245,333	717,200	79,575	175,305	2,217,413	836,250	3,053,663	(85,000)	(76,875)	(327,434)	(489,309)	2,564,353	509,303,368	5.035
2029		1,244,738	719,050	77,325	178,355	2,219,468	836,250	3,055,718	(85,000)	(78,797)	(327,943)	(491,740)	2,563,978	511,849,884	5.009
2030		1,291,875	675,300		176,030	2,143,205	836,250	2,979,455	(85,000)	(78,797)	(328,239)	(492,036)	2,487,419	514,409,134	4.835
2031			1,967,300		178,705	2,146,005	836,250	2,982,255	(85,000)	(80,767)	(320,768)	(486,534)	2,495,721	516,981,179	4.827
2032					175,985	175,985	1,796,250	1,972,235	(85,000)	(80,767)	(321,949)	(487,716)	1,484,519	519,566,085	2.857
2033					178,265	178,265	1,798,250	1,976,515	(85,000)	(82,786)	(217,438)	(385,224)	1,591,291	522,163,916	3.047
2034					180,130	180,130	1,792,750	1,972,880	(85,000)	(82,786)	(228,967)	(396,753)	1,576,127	524,774,735	3.003
2035					176,900	176,900	1,795,000	1,971,900	(85,000)	(84,856)	(227,684)	(397,540)	1,574,360	527,398,609	2.985
2036					178,500	178,500	1,794,500	1,973,000	(85,000)	(84,856)	(227,810)	(397,665)	1,575,335	530,035,602	2.972
2037					-	-	1,976,250	1,976,250	(85,000)	(86,977)	(228,224)	(400,201)	1,576,049	532,685,780	2.959
2038					-	-	1,976,000	1,976,000	(85,000)	(86,977)	(228,613)	(400,590)	1,575,410	535,349,209	2.943
2039					-	-	1,972,250	1,972,250	(85,000)	(89,151)	(228,860)	(403,012)	1,569,238	538,025,955	2.917
2040					-	-	1,975,000	1,975,000	(85,000)	(89,151)	(228,528)	(402,679)	1,572,321	540,716,085	2.908
2041					-	-	1,973,750	1,973,750	(85,000)	(91,380)	(229,169)	(405,549)	1,568,201	543,419,665	2.886
2042					-	-	1,973,500	1,973,500	(85,000)	(91,380)	(229,055)	(405,435)	1,568,065	546,136,764	2.871
2043					-	-	1,974,000	1,974,000	(85,000)	(93,665)	(229,361)	(408,026)	1,565,974	548,867,447	2.853
Total	184,238	9,962,185	5,573,000	469,463	2,308,470	18,497,355	29,682,625	48,179,980	(1,700,000)	(1,586,843)	(5,408,764)	(8,695,607)	41,466,404		

Assumptions:

- (1) Represents transfer of operating revenues into Bond & Interest Fund.
- (2) Based on Authority's estimated share of countywide motor vehicle tax collections.
- (3) Assessed valuation grows annually at rate of: 0.50%

Series 2023-A Bonds

Salina Airport Authority

Estimated Debt Service Schedule

Date	Principal	Rate	Interest	Period Total	Annual Total
3/1/2024			613,250.00	613,250.00	
9/1/2024			418,125.00	418,125.00	1,031,375.00
3/1/2025			418,125.00	418,125.00	
9/1/2025			418,125.00	418,125.00	836,250.00
3/1/2026			418,125.00	418,125.00	
9/1/2026			418,125.00	418,125.00	836,250.00
3/1/2027			418,125.00	418,125.00	
9/1/2027			418,125.00	418,125.00	836,250.00
3/1/2028			418,125.00	418,125.00	
9/1/2028			418,125.00	418,125.00	836,250.00
3/1/2029			418,125.00	418,125.00	
9/1/2029			418,125.00	418,125.00	836,250.00
3/1/2030			418,125.00	418,125.00	
9/1/2030			418,125.00	418,125.00	836,250.00
3/1/2031			418,125.00	418,125.00	
9/1/2031			418,125.00	418,125.00	836,250.00
3/1/2032			418,125.00	418,125.00	

9/1/2032	960,000.00	5.000%	418,125.00	1,378,125.00	1,796,250.00
3/1/2033	-		394,125.00	394,125.00	
9/1/2033	1,010,000.00	5.000%	394,125.00	1,404,125.00	1,798,250.00
3/1/2034	-		368,875.00	368,875.00	
9/1/2034	1,055,000.00	5.000%	368,875.00	1,423,875.00	1,792,750.00
3/1/2035	-		342,500.00	342,500.00	
9/1/2035	1,110,000.00	5.000%	342,500.00	1,452,500.00	1,795,000.00
3/1/2036	-		314,750.00	314,750.00	
9/1/2036	1,165,000.00	5.000%	314,750.00	1,479,750.00	1,794,500.00
3/1/2037	-		285,625.00	285,625.00	
9/1/2037	1,405,000.00	5.000%	285,625.00	1,690,625.00	1,976,250.00
3/1/2038	-		250,500.00	250,500.00	
9/1/2038	1,475,000.00	5.000%	250,500.00	1,725,500.00	1,976,000.00
3/1/2039	-		213,625.00	213,625.00	
9/1/2039	1,545,000.00	5.000%	213,625.00	1,758,625.00	1,972,250.00
3/1/2040	-		175,000.00	175,000.00	
9/1/2040	1,625,000.00	5.000%	175,000.00	1,800,000.00	1,975,000.00
3/1/2041	-		134,375.00	134,375.00	
9/1/2041	1,705,000.00	5.000%	134,375.00	1,839,375.00	1,973,750.00
3/1/2042	-		91,750.00	91,750.00	
9/1/2042	1,790,000.00	5.000%	91,750.00	1,881,750.00	1,973,500.00
3/1/2043	-		47,000.00	47,000.00	
9/1/2043	1,880,000.00	5.000%	47,000.00	1,927,000.00	1,974,000.00
	16,725,000.00		12,957,625.00	29,682,625.00	29,682,625.00



Consideration of SAA Resolution No. 23-04
*providing statutory authority for the issuance of
general obligation bonds of the Salina Airport Authority
for the purpose of financing the cost to rehabilitate
hangar H626 and construct general aviation, aircraft
storage hangars at the Salina Regional Airport.*

Shelli Swanson, C.M.

David Arteberry

PRELIMINARY PROJECT BUDGET
SALINA REGIONAL AIRPORT
SALINA AIRPORT AUTHORITY
SALINA, KANSAS
Reconstruct Aviation Fuel Facility (200,000 gallons)
F.A.A. A.I.P. P.N 3-20-0072-049-2023

(Revised 03-13-2023)

COSTS:	FUNDING			Total
	Sponsor (Mill Levy-Grant Match)	FAA (Estimated)	2023 GO Bond Financing	
ADVERTISING AND ADMINISTRATION				
Advertisement	Estimate	\$ 100	\$ 900	\$ 1,000
Independent Fee Estimate (Construction Admin Addendum)	Estimate	750	6,750	7,500
Legal	Estimate	75	675	750
Advertising and Administration Sub-Total =		925	8,325	-
ENGINEERING SERVICES				
Construction Observation (New fuel facility - Area 1)	Jviation estimate 3-10-2023	38,603	347,427	386,030
Construction Observation (Self-Serve Relocation - Area 2)	Jviation estimate 3-10-2023	2,512	22,608	25,120
Construction Observation (Existing Fuel Facility Demolition - Area 3)	Jviation estimate 3-10-2023	1,799	16,187	17,985
Engineering Services Sub-Total =		42,913	386,221	-
CONSTRUCTION				
Construction of 200,000 gallon fuel facility (Area 1)	Jviation estimate 3-10-2023	468,383	4,215,443	1,750,000
Relocation of Self-Service (Area 2)	Jviation estimate 3-10-2023	41,866	376,796	418,663
Existing Fuel Facility Demolition (Area 3)	Jviation estimate 3-10-2023	29,975	269,775	299,750
Surveillance Security System (FAA Ineligible)	SAA estimate	-	-	25,000
Data/Comm to Site (FAA Ineligible)	SAA estimate	-	-	10,000
Relocation of water line (eligibility TBD)	SAA estimate	-	-	50,000
Relocation of gas line (eligibility TBD)	SAA estimate	-	-	50,000
¹ Relocation of Power Poles (FAA Ineligible)	Evergy	-	-	12,000
UST Removal (FAA Ineligible)	SAA estimate	-	-	300,000
Contingency	5% of construction total	-	-	379,962
Construction Sub-Total =		540,224	4,862,015	2,576,962
TOTAL PROJECT COST =		\$ 584,062	\$ 5,256,561	\$ 2,576,962
		6.94%	62.45%	30.61%
				100.00%

Notes:

A/E Fees for the below were included as part of the AIP 47 Grant (through bidding)
 Construction of the New Aviation Fuel Facility
 Demolition of Existing Structure
 Relocation of Existing Self-Fuel Station

¹ On 1-10-23 PO'd \$11,939.25 to Evergy as part of this effort

MAP:

\$2,341,271 (Fuel Farm - Go Letter Dated December 21, 2022)

**SALINA REGIONAL AIRPORT
SALINA AIRPORT AUTHORITY
SALINA, KANSAS**

**General Aviation Box Hangars
March 9, 2023**

DESCRIPTION	Qty	Unit Cost	Estimate of Probable Construction Cost (13) Total Units
Box Hangar (sealed building and foundation drawings included) - 50' x 50' units	11	\$132,500	\$1,457,500
Box Hangar (sealed building and foundation drawings included) - 50' x 60' units	2	\$150,000	\$300,000
Site work	13	4,000	\$52,000
Site work (clearing/grubbing along Jumper Road)	1	50,000	\$50,000
Concrete Slab/Footings, Concrete Apron, 18" Concrete Perimeter	13	26,000	\$338,000
Electric service (Evergy)	13	650	\$8,450
Electrical	13	17,500	\$227,500
Taxilane	13	25,700	\$334,100
Survey/Engineering Design	13	2,000	\$26,000
Permits/bonds	13	400	\$5,200
Fence Relocation and/or Construction	13	1,200	\$15,600
P-Hangar Demolition (D-Hangar demolition excluded)	13	2,050	\$26,650
Contingency	2.5%	10,414	71,809
TOTAL		\$422,414	\$2,912,809

FEMA Funds Obligated for Project \$ (992,809.00)

Total GA Hangar Construction Not-to-Exceed for Project Fund (Financed) \$1,920,000.00

SAA Forecasted Lease Revenue	Unit	Monthly Per Unit	Annual Revenue All Units
50' x 50' Units	11	575	75,900
50' x 60' Units	2	595	14,280
			<u>90,180</u>
Less - Operations and Maintenance	13	98.8462	(15,420)
Designate for debt service fund beginning in 2025			<u>74,760</u>

B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U	V	W
1	PROJECT BUDGET																				
2																					
3	SALINA REGIONAL AIRPORT																				
4	SALINA AIRPORT AUTHORITY																				
5	SALINA, KANSAS																				
6	for the construction of the																				
7	Rehabilitation - Hangar 626																				
8	March 13, 2023																				
9																					
10																					
11																					
12	Work Description	% Total Budget	Contractor	Budget	Enumbered	Date Enumbered	Budget Balance	Estimated/Bid Unenumbered items	Budget balance after Unenumbered items	Projected Final	Change +/-										
13	Rehabilitation Construction (includes a 7% contingency)	93.8%	Hutton	4,710,265.07			4,710,265.07	-	4,710,265.07	-	(4,710,265.07)										
14	CMAR (Fixed)	4.2%	Hutton	211,961.93			211,961.93	-	211,961.93	-	(211,961.93)										
15	Loading dock Improvements	0.7%	TBD	35,000.00			35,000.00	-	35,000.00	-	(35,000.00)										
16	Overhead electrical relocation	0.4%	TBD	20,000.00			20,000.00	-	20,000.00	-	(20,000.00)										
17	Data/Comm	0.8%	TBD	40,000.00			40,000.00	-	40,000.00	-	(40,000.00)										
18	Other project contingency	0.1%		2,773.00	-		2,773.00	-	2,773.00	-	(2,773.00)										
19	Totals			\$ 6,020,000.00	\$ -		\$ 6,020,000.00	\$ -	\$ 6,020,000.00	\$ -	\$ (6,020,000.00)										
20																					
21																					
22																					
23																					
24																					
25																					
26																					
27																					
28	Notes:																				
29																					
30																					



Election of officers and board member committee assignments for 2023-2024

Kristin Gunn, Acting Chair

Slate of Officers 2023-2024

Chair	Tod Roberg
Vice-Chair	Stephanie Carlin
Secretary	John O'Brien
Treasurer	Donald Boos
Past Chair	Kristin Gunn

Committee Assignments

Salina Area Chamber of Commerce Board of Directors (ex officio member)	Tod Roberg
Schilling Project Executive Group (SAA board liaison)	Kristin Gunn
Salina Community Economic Development Organization (SAA board liaison)	Stephanie Carlin



Consideration of SAA Resolution No. 23-05
*designating the various bank depositories of the Salina
Airport Authority.*

Shelli Swanson, C.M.

SALINA AIRPORT AUTHORITY
RESOLUTION 23-05

A RESOLUTION DESIGNATING THE DEPOSITORIES FOR FUNDS
OF THE SALINA AIRPORT AUTHORITY AND DESIGNATING THE INDIVIDUALS
AUTHORIZED TO SIGN CHECKS ON SAID ACCOUNTS AND
DIRECTING HOW SAID CHECKS ARE TO BE SIGNED:

BE IT RESOLVED, that Sunflower Bank, N.A., UMB National Bank of America, First Bank Kansas, Bank of America, N.A., and Bennington State Bank, all of Salina, Kansas and State of Kansas Municipal Investment Pool be and are hereby designated depositories of the Salina Airport Authority and that funds so deposited may be withdrawn upon a check, draft, note or other order of the Authority.

BE IT FURTHER RESOLVED, that all checks, drafts, notes or orders drawn against said accounts be signed by either the Chair, Vice-Chair, Secretary, Treasurer, or Past Chair, and either the Executive Director, Director of Administration and Finance, or Director of Facilities and Construction.

Tod Roberg	Chair
Stephanie Klingzell Carlin	Vice-Chair
John O'Brien	Secretary
Donald Boos	Treasurer
Kristin Gunn	Past Chair
Timothy F. Rogers, A.A.E.	Executive Director
Michelle R. Swanson, C.M.	Director of Administration and Finance
Maynard Cunningham	Director of Facilities and Construction

BE IT FURTHER RESOLVED, that all of the above banks are authorized and directed to honor and charge to the account of the Authority all checks drawn against the account of the Authority which bear the actual signature of at least one of the above named persons and may bear the facsimile signatures of two of the other named persons, after specimens of such facsimile signatures have been filed with the above designated banks, unless such banks have been notified of the limitation or qualification upon the use of such specimen facsimile signatures by anyone of the aforesaid officers of the Authority.

BE IT FURTHER RESOLVED, that said banks are hereby authorized and directed to honor and pay all checks, drafts, notes or orders so drawn, whether such checks, drafts, notes or orders be payable to the order of any such person signing and/or countersigning said checks, drafts, notes or orders, or any of such persons in their individual capacities or not, and whether such checks, drafts, notes or orders are deposited to the individual credit of any of the other officers or not. This resolution shall continue in force and said banks may consider the facts concerning the holders of said office, respectively, and their signatures to be and continue as set forth in the certificate of the Secretary or Treasurer, accompanying a copy of this resolution when delivered to said banks or in any similar subsequent certificate, until written notice to the contrary is duly served on said banks.

Adopted by the Board of Directors of the Salina Airport Authority on this 15th day of March, 2023.

By: _____
Tod Roberg, Chair

Attest: _____
Kasey Windhorst, Board Clerk





Staff Reports

Tim Rogers, A.A.E.



Review of the agenda for the Salina Airport Authority's March 29, 2023, strategic planning meeting.

TIM ROGERS, A.A.E.



Lindsey R. Dreiling

Owner & CEO

PROFILE

Highly motivated aviation professional with 20 years of experience as a futuristic leader in crewed and uncrewed operations. Driven to embrace excellence, solve complex problems, and pioneer the future of transportation. Distinguished accomplishments include leading strategy and securing over \$15M in federal and private funding for an advanced simulation center; engineering the first Kansas statewide Uncrewed Aircraft Systems (UAS) Air Traffic Program; and national service as an appointed member of the Federal Aviation Administration (FAA) Women in Aviation Advisory Board.

RELEVANT EXPERIENCE

October 2022-Present
Dreiling Aviation Services | Salina, Kansas

OWNER & CEO

- Leads end-to-end business operations and provides consulting services such as business plans and strategy development for aviation businesses. Recent project secured \$3M investment for an aviation company.

- Provides vision and strategy to enable clients' success in their aviation programs & projects.

May 2022-February 2023
L3HARRIS | St. Pete, Florida

ADVANCED AIR MOBILITY LEAD SALES MANAGER

- Develops company-wide strategy for new market segments and leads internal/federal engagement to inspire acceptance of ideas and commitment to actions; resulting in 400% pipeline growth.

- Creates novel solutions with measurable value for stakeholders and makes data-driven decisions by evaluating alternatives and risks which led to streamlining processes and expanding vision.

January 2021 - May 2022
Kansas State University | Salina, Kansas

ASSISTANT CHIEF OF GOVERNMENT RELATIONS

- Led stakeholder engagement and built alliances through cross-functional meetings involving industry partners, government agencies, and elected officials, generating \$2M increase in research funding.

- Monitored relevant legislation, produced evidence-based responses for policy makers and legislative staff, and routinely presented publicly expanding internal and external networks for aviation advocacy efforts by over 300%.

- Prioritized strategic goals, developed legislative engagement plan, built consensus for development initiatives, and executed action plans for lobbying, policy development, and regulatory approvals.



AWARDS

Top 20 Under 40 Award
Topoka Jayhawk Council 2019

UAS Operations & Safety
Xcellence Award
AUVSI 2019

Aviation Education Program
Award
NASAO 2017

Most Influential Award
Kansas State University 2015

VOLUNTEERING

FAA Safety Team (FAAST)
Representative & Drone Pro
2017-2022

FAA Women in Aviation Advisory
Board
Board Member 2020-2022

NIST First Responder UAS Triple
Challenge
Judge 2021-2022

Kansas Association of Airports
Board Member 2020-2022

Women in Aviation International
Lifetime Member 2020-2022

Kansas Commission on
Aerospace Education
President 2016-2021

National Aviation Hall of Fame
Board of Nominations 2021

SKILLS

- Public Speaking & Presentation
- Civil Aviation Regulatory Affairs
- Strategic Leadership & Influence
- Proposal Development
- Contract Negotiation & Management

RELEVANT EXPERIENCE CONTINUED

October 2019 - May 2020
Kansas State University | Salina, Kansas

EXECUTIVE DIRECTOR OF AVIATION STRATEGY

- Directed global aerospace vision and strategy for Kansas State University through building multi-level, cross-agency alliances with industry, government agencies, and elected officials and leading contract negotiations and closures, resulting in stakeholder investment increase of \$15M.

- Conducted market intelligence and industry scans for comparative benchmarking and development of market-driven programs, achieving deployment of multiple new aviation programs and establishment of a never before defined training pathway to federal government pilot training program with NOAA.

July 2018-October 2018
Kansas Department of Transportation | Topeka, Kansas

DEPUTY DIRECTOR OF AVIATION & UAS

- Developed and led nationally recognized UAS program selected for the FAA UAS Integration Pilot Program, secured multiple authorizations from FAA for BVLOS and on-airport operations, and created the first State of Kansas UAS General Operating Manual and UAS Emergency Response Plan.

- Established a national award-winning UAS Safety Risk Management Program, served as the UAS safety manager for advanced BVLOS UAS operations and collaborated routinely with the Central Region FAA Administrators as well as the UAS Integration Office (UIO), through service as the Vice-Chair for the Kansas UAS Joint Task Force and FAA UAS ITP Lead Participant.

- Oversew aviation Community Outreach and Education Program for 105 counties including PSA videos, media coverage, social media interactions, local events, focus groups, and surveys. Received high praise from Kansas stakeholders and the FAA for public messaging, media development, and positive influence on Kansas communities as a lead participant in the Federal Aviation Administration (FAA) UAS Integration Pilot Program.

- Directed \$7.8M budget and served as a liaison between Kansas airports and the FAA for infrastructure planning such as development of new approaches at Kansas airports and for airport master planning.

September 2017-July 2018
Kansas Department of Transportation | Topeka, Kansas

CHIEF OF UNCREWED AIRCRAFT SYSTEMS (UAS)

- Led deployment of the first UAS Air Traffic Program for the state of Kansas to support the advancement of an uncrewed aircraft system traffic management infrastructure and UAS airspace management.

- Negotiated and managed multi-year multimillion-dollar contracts and airport grant projects to provide aeronautical data and the delivery of safety-critical information for 130 public-use airports.

NOTABLE INVITED PRESENTATIONS

Generation UAS
FAA UAS Symposium 2021

Future of Aviation & UAS
FAA UAS Integration Office (UIO) Annual Briefing 2021

Women in Aviation Workforce
NBAA Conference 2020

Don't Drone Out
Women in Aviation International Conference 2020

Future Sky
Nesby-Niles International Conference 2019

Tap into the Drone Market
Women in Aviation International Conference 2019

Technology Forming
Transportation Research Board Conference 2019

FAA Integration Pilot Program
UAS Tech Forum 2018

Impact of Women in Aviation
Women in Aviation International Conference 2018

State of Aviation
Airports Four-State Conference 2017



RELEVANT EXPERIENCE CONTINUED

June 2016-September 2017
Kansas Department of Transportation | Topeka, Kansas

MANAGER OF AVIATION MARKETING & OUTREACH

- Developed and oversaw execution of the Aviation Division's strategic communications and brand management.

- Created and deployed the award-winning Science, Technology and Aviation Resource (STAR) program to provide access to aviation professionals and inspire students to explore opportunities in aviation career fields. STAR program reached over 4500 students in 30 Kansas communities in the first two years.

- Enhanced reputations and promoted economic growth through statewide marketing programs, material development, and public relations and increased engagement by 53% over the prior year.

January 2007-June 2016
Kansas State University | Salina, Kansas

CERTIFIED FLIGHT INSTRUCTOR AVIATION ADVISING COORDINATOR

- Over 350 hours of flight instruction given in a Part 141 training environment and taught ground school classes with lessons in airspace, principles of flight, airplane systems, airport environment, airplane limitations, and safety procedures.

- Coordinated academic advising for over 700 students in 16-degree programs and advised 200 aviation students majoring in fields such as Airport Management, Aviation Maintenance, Professional Pilot, and Uncrewed Aircraft Systems.

CONTACT

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EDUCATION

2024, ABD
DOCTOR OF PHILOSOPHY
Leadership Communication
Kansas State University

2015
MASTER OF SCIENCE
Consulting & Student Development
Kansas State University

2007
BACHELOR OF SCIENCE
Aviation Technology Management
Aeronautical Technology
Kansas State University

CERTIFICATIONS

CERTIFIED FLIGHT INSTRUCTOR
CF, CFI, ME

COMMERCIAL PILOT
Road-wing

REMOTE PILOT
e-UAS

SECOND CLASS MEDICAL
Issued 1/13/22

SALINA AIRPORT AUTHORITY STRATEGIC PLANNING

Location: Conference Room, Hangar 600, 2720 Arnold Ct.

Date: March 29, 2023

Time: 2:00 PM – 5:00 PM

Facilitator: Lindsey Dreiling (DAS) &
Tim Rogers (SAA)

Agenda

- 1. Introductions (Dreiling)**
Welcome, introductions, and meeting overview
- 2. Current Status (Rogers)**
Review where SAA is today and current SAA messages
- 3. Internal Analysis (Dreiling)**
Review survey results to reflection questions
- 4. Future Visualization (Dreiling)**
Set SAA's Vision, Mission, and Values
- 5. Goals (Rogers)**
Recap 2023 priorities and discuss future goals
- 6. Actions & Timeline (Rogers & Dreiling)**
Establish timelines and specific actions needed for succession planning, funding decisions, and airport improvement priorities

Additional Reference Documents

SAA Strategic Planning Worksheet
SAA 2023 Priorities



Directors' Forum

Kristin Gunn, Acting Chair



Visitor's Questions & Comments

Kristin Gunn, Acting Chair



Announcements

Kasey Windhorst

Announcements

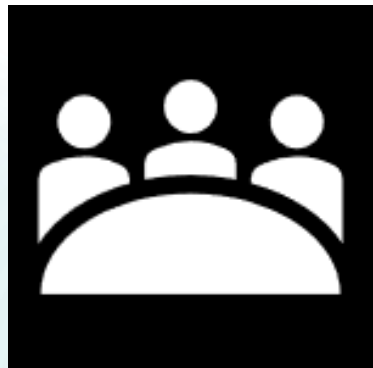
Strategic Board Meeting March 29, 2023, 2:00 p.m.

Regular Board Meeting April 19, 2023, 8:00 a.m.

Board photos April 19, 2023, 9:15 a.m. following meeting

Regular Board Meeting May 17, 2023, 8:00 a.m.

Regular Board Meeting June 21, 2023, 8:00 a.m.





Adjournment

Kristin Gunn, Acting Chair